Index

$5, $50 and $500 Experiments 264–9

AACSB
Continuous Improvement Review Committee (CIRC) 322
Doctoral Education Task Force Report 321, 329
AACSB accreditation standards
beneficiaries of revisions to standards 322–3
and creativity, decentralization and funding pressures 328–9
and emerging economies 326
emphasis on innovation, impact and engagement 317–18
and faculty performance in practice-based teaching 324
flexibility of revised standards 319–20, 329
impact of indirect assessment on co-curricular learning 322–3
impact of revisions on assessment at teaching and learning level 321–2
impact on creativity 325
and international trends in higher education 327–8
main contributions of revised standards 318
practice impact of revised standards 323–4
rationale for emphasis on assessment 318–19
reactions to revisions 320–21
and validation of online performance 324
Abma, T.A. 76
Abt, C.C. 31
Academy of Management 2, 8, 319–20
action-based theory 1, 7, 9–10, 12–16, 84, 249, 317
Adams, J. 57, 60, 62
advisor relationship exercises 159–63
Agar, M.H. 139, 141
age and creativity 58
AGNES (Age Gain Now Empathy System) 50–51
Airplane Contest Exercise 131–5
Alberti, F. 71
Aldrich, H.E. 5, 71, 153, 219, 220
Allen, M. 178–83, 214–18
Alpaugh, P. 58
alternative reality games (ARGs) 36
Alvarez, S.A. 55, 71, 98
Amabile, T. 59, 60, 61, 63
analytical reflection 93, 94, 96–7, 99
Anderson, A.R. 55
Annetta, L.A. 31
Ansoff, I. 56
Aristotle 7, 12
Asia, trends in higher education 327
aspirations exercises 299–302
Atkins, S. 91
attitudinal perspective, design thinking 47, 48
autonomous decision-making style 177
Babson College
Entrepreneurship Research Conference 2
John E. and Alice L. Butler Venture Accelerator Program 77–9
Rocket Pitch Evaluation 170, 172
“Social Entrepreneurship by Design” course 64
Symposium for Entrepreneurship Educators 2
Bagby, D.R. 98
Baker, T. 55
Balachandra, L. 118–24, 146–51
Baltics, trends in higher education 327
Barney, J.B. 111, 215, 281
Barney, S. 55, 71, 214, 215
Barrows, H. 73, 74
Barry, M. 140, 141, 145
Bateson, G. 27
Baumol, W.J. 185, 254, 255
Beckman, S. 140, 141, 143, 145
behavioral approach 4–5
Benson, C.R. 184–7
Bertalanffy, L. von 178, 179
Bezos, Jeff 70
Bhatta, S. 47
Billett, S. 12, 13
Bilsker, D. 73, 75
Bird, B.J. 98
Blanchard, K.H. 185
Blank, S. 80
Block, Z. 71
Bloom, B. 65
Bono, E. de 60, 202
book organization 16–17
bootstrapping exercises 131–5, 229–33
Boud, D. 88, 89, 91, 161
Bourdieu, P. 8, 13, 96
Bowles, S. 185
Boyd, E.M. 89
brainstorming 60, 62, 65, 119, 197, 200, 203, 207, 284, 294
Brewster’s Millions Exercise 299–302
Brockbank, A. 7–8, 88, 89, 90, 92, 95, 99, 272
Brookfield, S.D. 88, 89
Brougère, G. 26, 35
Brown, Donald 10
Brown, T. 46, 47
Bucheneau, M. 50
build-measure-learn approach 80–81
Building a Strategic Network Exercise 219–23
Building the Culture of Your Business with The Sims 110–13
Burak, A. 30
Burgess, R.G. 48
Burt, R.S. 55
Busenitz, L. 98
Business Model Canvas Game 136–8
business model development exercises 236–40
business model exercises 136–8, 188–93, 214–18, 241–6, 264–9
business model shaping exercises 205–8, 247–9
Bygrave, W.D. 5, 165, 248, 250, 252
Cameron, K.S. 111
Campbell, D.T. 71
Campitelli, G. 14
Cardon, M.S. 285, 286
career pathways, creation of 65
Carless, D. 159, 161
Carter, C.S. 44
Cassar, G. 295, 296
Castell, S. de 34–5
catharsis theory 27
Center for Integral Economics, Canada 37
Ceru, D. 194–9, 295–8
Chandler, G. 55, 58
Charm, L. 234–5
Chase, W.G. 14
Chesteen, S.A. 98
Church, R.M. 45
Churchill, N.C. 296
Clark, K.B. 80
Cliff, J.E. 5

cognitive theory 5–6, 46–7, 60, 61, 62, 98
Cohen, K. 31
Cohen, R. 161
Collins, J. 309
communication exercises 118–24, 159–63, 168–72, 219–23, 224–8
communication techniques, empathy development 50
Competitive Cup Stacking Exercise 241–6
competitor assessment exercises 205–8, 236–40
concept development exercises 159–63, 205–8
concept shaping exercises 209–13
concept testing 80–81
concept testing exercises 131–5, 247–9, 250–53
constructivist approach 71, 74, 76
consultative decision-making style 177
<table>
<thead>
<tr>
<th>Index</th>
<th>333</th>
</tr>
</thead>
<tbody>
<tr>
<td>contract negotiation exercises 146–51</td>
<td></td>
</tr>
<tr>
<td>convergent thinking 62, 81</td>
<td></td>
</tr>
<tr>
<td>Cooper, A.C. 4, 50, 189</td>
<td></td>
</tr>
<tr>
<td>Cope, J. 88, 277</td>
<td></td>
</tr>
<tr>
<td>Corbeil, P. 35</td>
<td></td>
</tr>
<tr>
<td>Corbett, A.C. 9, 55, 98, 119, 209–13</td>
<td></td>
</tr>
<tr>
<td>corporate entrepreneurship exercises 209–13</td>
<td></td>
</tr>
<tr>
<td>Creating as an Artist Exercise 224–8</td>
<td></td>
</tr>
<tr>
<td>Creating Customer Personas Exercise 188–93</td>
<td></td>
</tr>
<tr>
<td>customer persona worksheet 193</td>
<td></td>
</tr>
<tr>
<td>creation 15–16</td>
<td></td>
</tr>
<tr>
<td>barriers to creativity 57</td>
<td></td>
</tr>
<tr>
<td>brief history of creativity research 59–64</td>
<td></td>
</tr>
<tr>
<td>cognitive theory 62</td>
<td></td>
</tr>
<tr>
<td>creativity competencies 55, 57</td>
<td></td>
</tr>
<tr>
<td>examples of teaching as a practice 64–5</td>
<td></td>
</tr>
<tr>
<td>importance of creativity 57–8</td>
<td></td>
</tr>
<tr>
<td>popular myths about creativity 58–9</td>
<td></td>
</tr>
<tr>
<td>problem-finding theory and design thinking 63–4</td>
<td></td>
</tr>
<tr>
<td>problem-solving and expertise-based theory 63</td>
<td></td>
</tr>
<tr>
<td>role of instructor 65–6</td>
<td></td>
</tr>
<tr>
<td>roots of creativity pedagogies 61</td>
<td></td>
</tr>
<tr>
<td>versus predictive approach 56</td>
<td></td>
</tr>
<tr>
<td>see also Building a Strategic</td>
<td></td>
</tr>
<tr>
<td>Network Exercise; Creating as an Artist Exercise; Future Trends and Entrepreneurial Opportunities Exercise; Ideaspace Exercise; Mind Dumping for Ideation Exercise; Resource Acquisition Game; Resource Challenge Exercise; Self-Understanding for Opportunity Creation Exercise; Your Strategic Alliance Exercise</td>
<td></td>
</tr>
<tr>
<td>creative inspiration/talent myth 59–60</td>
<td></td>
</tr>
<tr>
<td>creative thinking 12, 66</td>
<td></td>
</tr>
<tr>
<td>versus predictive thinking 56</td>
<td></td>
</tr>
<tr>
<td>creative thinking exercises 118–24, 194–9, 224–8</td>
<td></td>
</tr>
<tr>
<td>critical reflection 10, 74, 76, 93, 95, 274</td>
<td></td>
</tr>
<tr>
<td>Cross, N. 63</td>
<td></td>
</tr>
<tr>
<td>Csikszentmihalyi, M. 28, 30, 59, 61, 63, 225</td>
<td></td>
</tr>
<tr>
<td>Cultural Artifacts Exercise 280–4</td>
<td></td>
</tr>
<tr>
<td>culture exercises 110–13, 280–84</td>
<td></td>
</tr>
<tr>
<td>Curran, J. 71, 295, 297</td>
<td></td>
</tr>
<tr>
<td>Currie, R. 2</td>
<td></td>
</tr>
<tr>
<td>customer acquisition exercises 219–23</td>
<td></td>
</tr>
<tr>
<td>customer service exercises 184–7</td>
<td></td>
</tr>
<tr>
<td>Dahian, E. 80</td>
<td></td>
</tr>
<tr>
<td>Dall’Alba, G. 13</td>
<td></td>
</tr>
<tr>
<td>Damon, N. 35</td>
<td></td>
</tr>
<tr>
<td>Daniels, C. 205–8</td>
<td></td>
</tr>
<tr>
<td>Dark Side of Entrepreneurship Exercise 303–7</td>
<td></td>
</tr>
<tr>
<td>Davenport, T. 185</td>
<td></td>
</tr>
<tr>
<td>Davidsson, P. 295, 296</td>
<td></td>
</tr>
<tr>
<td>Decety, J. 42, 43, 44, 45</td>
<td></td>
</tr>
<tr>
<td>decision-making styles 177</td>
<td></td>
</tr>
<tr>
<td>deductive reasoning 47</td>
<td></td>
</tr>
<tr>
<td>deep learning 87–8, 276</td>
<td></td>
</tr>
<tr>
<td>deep reflection 96–7</td>
<td></td>
</tr>
<tr>
<td>Dehler, G.E. 73, 76</td>
<td></td>
</tr>
<tr>
<td>delegative decision-making style 177</td>
<td></td>
</tr>
<tr>
<td>deliberate practice 14–15, 72</td>
<td></td>
</tr>
<tr>
<td>Delmar, F. 295, 296</td>
<td></td>
</tr>
<tr>
<td>Dennison, R.S. 88</td>
<td></td>
</tr>
<tr>
<td>Descartes, R. 7, 84</td>
<td></td>
</tr>
<tr>
<td>design thinking 46–8, 49, 51, 59–60</td>
<td></td>
</tr>
<tr>
<td>and problem-solving theory 63–4</td>
<td></td>
</tr>
<tr>
<td>design thinking exercises 139–45, 188–93, 290–94, 299–302</td>
<td></td>
</tr>
<tr>
<td>detachment 44, 87</td>
<td></td>
</tr>
<tr>
<td>DeTienne, D. 55, 58</td>
<td></td>
</tr>
<tr>
<td>Developing a Reflective Practice Exercise 271–5</td>
<td></td>
</tr>
<tr>
<td>Dew, N. 55</td>
<td></td>
</tr>
<tr>
<td>Dewey, J. 73, 74, 85–7, 100, 225, 271, 272</td>
<td></td>
</tr>
<tr>
<td>divergent thinking 61, 62</td>
<td></td>
</tr>
<tr>
<td>Donnellon, A. 276–9, 280–84</td>
<td></td>
</tr>
<tr>
<td>Dorf, B. 80</td>
<td></td>
</tr>
<tr>
<td>Drawing Bridges 260–63</td>
<td></td>
</tr>
<tr>
<td>Drucker, P. 2, 55</td>
<td></td>
</tr>
<tr>
<td>dualistic approach 7–8</td>
<td></td>
</tr>
<tr>
<td>Dubini, P. 219, 220</td>
<td></td>
</tr>
<tr>
<td>Duffy, M. 73, 76</td>
<td></td>
</tr>
<tr>
<td>Dunlap, S. 219, 220</td>
<td></td>
</tr>
<tr>
<td>Dunne, D. 46, 47</td>
<td></td>
</tr>
<tr>
<td>Eckhardt, J.T. 290, 291</td>
<td></td>
</tr>
<tr>
<td>Edelman, L.F. 4</td>
<td></td>
</tr>
</tbody>
</table>
Teaching entrepreneurship

Edison, Thomas 59
effectuation exercises 105–9
effectuation theory 6–7, 55
Eisner, E.W. 225
Elliot, A.J. 254, 255
Elliott, C. 15
Elsbach, K.D. 135
emerging economies, accreditation status 326
Emerson, Ralph Waldo 70
emotional reflection 90, 93, 96, 97
empathy 15–16
concept of 42–3
design thinking 46–8
importance to entrepreneurship education 43, 51
origins of 44–5
and problem-finding 63–4
relationship to entrepreneurship education 43
techniques to practice 48–51
see also Creating Customer
Personas Exercise; Family Systems Exercise; Interviewing an Entrepreneur and Self-Assessment Exercise; Monkey Business Exercise; Negotiation for Resource Acquisition Exercise; Perfect Pitch Exercise; Power of Observation Exercise; Sequenced and Escalating Peer Coaching Exercises; Understanding the Entrepreneurial Side of Government Exercise; Who’s on First? Exercise
engagement 17, 28, 30, 38, 65
Enspire Learning 36
Entertainment Software Association 33
entrepreneurial mindset 6, 37, 51
entrepreneurial mindset exercises 105–9
entrepreneurial strategy exercises 164–7, 205–8, 276–9, 299–302, 303–7
entrepreneurial thinking 105, 108–9, 118, 123, 150, 152, 184, 229, 260–2, 303, 315–6
entrepreneurial thinking and acting 12, 199
entrepreneurial thinking exercises 184–7, 260–63
entrepreneurship education
entrepreneurship as method 10–12
evolution 3–7
five practices 12–16
growth 2–3
theory versus practice conundrum 7–10
environment, creativity teaching 65–6
Envisioning Entrepreneurial Leadership Exercise 308–13
Ericsson, K.A. 14, 61, 63, 72
Escalating Market Tests Exercise 247–9
ethics exercises 152–8, 303–7, 308–13
Europe, trends in higher education 327
evaluative reflection 93, 94, 97
Evans, G.W. 66
evidence-based learning 73, 75, 77
experience prototyping 50–51
experiential learning 14–15, 17, 71, 84, 248, 253, 276
experimentation 15–16
concept testing 80–81
evidence-based learning 75
practicing in entrepreneurial context 77–81
problem-based learning 74–5
sensemaking 76–7
theoretical background 72–7
see also $5, $50 and $500 Experiments; Competitive Cup Stacking Exercise; Drawing Bridges – Predictive and Creative Thinking Exercise; Escalating Market Tests Exercise; Fear of Failure Exercise; Feasibility Blueprint Exercise; Opportunity Screening Exercise
expertise-based theory of creativity 60, 61, 63
failure exercises 164–7, 264–9
Fales, A.W. 89
Family Systems Exercise 178–83
business case 183
Fear of Failure Exercise 254–8
Index

fear of failure exercises 118–24, 224–8
feasibility analysis exercises 200–204
Feasibility Blueprint Exercise 236–40
feasibility exercises 125–30, 131–5, 247–9, 264–9
feasibility testing exercises 236–40
Fiet, J.O. 56, 63, 209, 211
financing exercises 146–51, 168–72, 219–23
Finke, R. 61
Fisher, J.L. 4, 148
Fisher, R. 146, 147, 148
Fitzgibbons, D.E. 97, 99
Fixson, S.K. 139–45
Fletcher, J.D. 73, 76
flow 30, 60, 86, 115–16
Ford, Henry 47
Foster, A. 34
founder imprinting exercises 110–13
Freitas, S. de 28, 31
Frese, M. 72
Freud, S. 60
Fulton Suri, J. 50
Future Trends and Entrepreneurial Opportunities Exercise 205–8

Gale, M. 159–63
games
as context for play 28–31
in entrepreneurship education 37–8
for learning and education 34–7
role in practice of play 31–3
Garavan, T.N. 71
Gardner, H. 114
Gartner, W.B. 3–4, 54
Gassner, K.W. 73, 74
Gauvain, M. 12
Geiger, J. 34
Getzels, J.W. 63
Geus, A. de 206, 208
Gibb, A.A. 72
Ginn, C. 295, 296
Glaserfeld, E. von 73, 74
Global Entrepreneurship Monitor 4, 57, 255, 256
globalization 1, 2, 319, 320, 324, 326, 327–8
goal setting exercises 234–5, 308–13
Gobet, F. 14
Godin, S. 229
Goldman Sachs 10000 Small Businesses curriculum 2, 98, 302
Goldner, E. 73, 75
Goleman, D. 309
Gómez-Mejia, L.R. 178, 179
Granovetter, M. 55
Greve, J.W. 220
Groos, K. 27
growth stages exercises 295–8
Grudin, J. 189
Guilford, J.P. 60, 61, 62
Gumpert, D.E. 56
Gundry, L.K. 58

Habbershon, T.G. 178, 179
Hall, D. 195, 199
Hall, G.S. 27
Halpern, B.L. 309
Hammersley, M. 48
Hanks, S. 295, 297
Henry, R.A. 14–15
Heppell, S. 31
Higgins, D. 15
Higher Education Entrepreneurship Development Policy, Malaysia 2
Hills, G.E. 72
Hilton Garden Inn 33
Hmieleski, K.M. 55, 119
Hoehn-Weiss, M.N. 168, 169
Hofer, C.W. 5
Hollway, D. 73, 76
Houston, B.K. 255, 258
Howard, M.O. 73, 75
Hromek, R. 31
Huizinga, J. 25–6, 28, 30
human resources 66
human resources exercises 152–8
humanistic approach 75
Ibarra, H. 219, 220
IBM 33
Index

McGonigal, J. 36
McGrath, R.G. 98
McGregor, H.A. 254, 255
McLaren, K. 16, 43
MacMillan, I.C. 4, 98, 133
McMullen, J. 54, 71
McMullen, W.E. 72
Mamede, S. 91
March, J.G. 242
market communication exercises 118–24, 224–8
market research exercises 164–7, 188–93, 205–8
market testing exercise 125–30, 200–204, 264–9
marketing exercises 168–72, 188–93
Marraam, E. 234–5
Marshmallow Tower Exercise 125–30
Martin, R. 46, 47
Marton, D. 87
Massachusetts Institute of Technology (MIT) 50–51
Masserman, J.H. 45
Mateschitz, Dietrich 58
Mayfield, M. 141, 143–5
Mayo, M. 32
Mendelson, H. 80
metacognition 61, 62, 88
method approach
entrepreneurship as method 10–12
from individual and process approach to 3–7
versus process approach 12
Mezirow, J. 91
Middle East, trends in higher education 327
Mill, J.S. 304
Mind Dumping for Ideation Exercise 65 194–9
Miner, J.B. 4
Minniti, M. 185
Mintzberg, H. 1, 56
mirroring metaphor 87–8, 96, 154
Mishra, P. 34
Mitchell, J.R. 72
Mitchell, R.K. 5, 6, 98
Mitteness, C. 285, 286
Monkey Business Exercise 152–8
Moon, J.A. 91
Morris, M.H. 5, 11, 54, 56
Mount, I. 4
Mullins, J. 237
Murphy, K. 91
Myrah, K. 2
mystical approaches to creativity 60
narrative reflection 93, 96–7
Nash, L. 65
National Federation for Independent Businesses (NFIB) 37
negotiation exercises 146–51, 234–5
Negotiation for Resource Acquisition Exercise 146–51
Nelson, R. 55, 242
Network for Teaching Entrepreneurship (NFTE) 2–3
new opportunities, creation of 64
new venture creation 4–5, 11, 97
new venture creation exercises 280–84
new venture strategy 75, 76–7
Nixon, R.D. 209, 211
Noddings, N. 42
Norman, D.A. 47
North America, trends in higher education 327–8
Noyes, E. 7, 56, 241–6, 261, 264–9
O’Cinneide, B. 71
O’Connell, S.M. 45
observation exercises 139–45
observation techniques, empathy development 49
operations exercises 125–30, 131–5, 241–6, 247–9
opportunity creation exercises 114–17, 118–24, 139–45, 194–9, 209–13, 224–8, 290–94
opportunity evaluation exercises 250–53
opportunity identification exercises 229–33
Opportunity Screening Exercise 250–3
opportunity search exercises 209–13, 214–18, 290–94
Opportunity Walk Exercise 290–4
Osterwalder, A. 80, 136, 138, 237
Palich, L.E. 98
Palmer, P. 97
Passion Cube Exercise 285–9
Patel, P.C. 56
Patnaik, D. 48
Patrick, G.T.W. 27
pedagogy, creativity teaching 65
peer coaching exercises 159–63
percipient reflection 92, 93, 96, 97
Perfect Pitch Exercise 168–71
Babson Rocket Pitch Evaluation 172
Perry, Tyler 58
personal development 58, 219, 316
personal development exercises 276–9
Peters, L. 285, 286
Piaget, J. 26
Pigneur, Y. 80, 136, 138, 237
Pink, D.H. 25, 31, 34
planning exercises 105–9
planning versus execution exercises 229–33
Plato 7, 8, 60
play 15–16
concept of 25–7
defining towards fun 29–30, 38
games as context for 28–31
games for learning and education 34–7
and games in entrepreneurship 37–8
role of games in practice of 31–3

see also Airplane Contest Exercise;
Building the Culture of Your Business With The Sims Exercise; Business Model Canvas Game; Improvisation for Creativity Exercise;
Marshmallow Tower Exercise; Puzzles and Quilts Exercise; Rainmakers Exercise

Plotting the Growth of Your Business Exercise 295–8
policies exercises 173–7
Porter, M. 242
Power of Observation Exercise 139–45
practice versus theory debate 7–10
practices of entrepreneurship education 12–16
pragmatic approaches to creativity 60, 74
predictive thinking 12, 54–5, 65, 125–30, 260–63, 264
versus creative thinking 56
Preston, S.D. 43, 44–5
Price-Babson Symposium for Entrepreneurship Educators 10
problem-based learning 73, 74–5, 77
problem-finding theory and design thinking 60, 61, 63–4
problem-solving exercises 105–9, 114–17, 118–24, 131–5, 194–9, 224–8, 260–63
problem-solving theory of creativity 60, 61, 62, 63
Procee, H. 84
process approach 5, 11, 54–5
versus method approach 12
propositional knowledge 89–90
Pruitt, J. 189
public policy 46
public policy exercises 184–7
Puzzles and Quilts Exercise 105–9
Quinn, R.R. 111
Rainmakers Exercise 114–16
Ramsey, V.J. 97, 99
Rao, J. 140, 141
Rasmussen, E.A. 277
Rayport, J. 47
Read, J.M. 140, 141
recapitulation theory 27
recreation theory 26
Reflecting on Entrepreneurial Experience Exercise 276–9
reflection 15–16
in entrepreneurship education 97–8
evolution of reflective learning 89
nature of reflective learning 88–90
and in practice 99
Index

reflective frameworks 90–97
role of theory and practice 85–8
theories and models 91–2
types of 93–5
see also Brewster’s Millions Exercise;
Cultural Artefacts Exercise;
Dark Side of Entrepreneurship
Exercise; Developing a
Reflective Practice Exercise;
Envisioning Entrepreneurial
Leadership Exercise;
Opportunity Walk Exercise;
Passion Cube Exercise;
Plotting the Growth of Your
Business Exercise; Reflecting
on Entrepreneurial Experience
Exercise
reflection-in-practice/reflection-on-
practice 89, 90, 271
reflexive dialogue 76
Reik, T. 44
Reis, E. 80, 81, 116, 133
relaxation theory 27
research techniques, empathy
development 48–50
resource acquisition exercises 146–51,
168–72, 214–18, 219–23, 229–33, 295–8,
Resource Acquisition Game 214–18
resource base exercises 110–13,
214–18
Resource Challenge Exercise 229–33
Rhenman, E. 31
Rice, G.E.J. 45
Rich, S.R. 56
Richardson, V. 71, 72, 73
Rieber, L.P. 26
risk assessment exercises 254–9
risk exercises 118–24, 224–8, 264–9
Robinson, R. 56
Robinson, Sir Ken 58
Roffey, S. 31
Rogoff, B. 12
role play 35–6, 50, 222, 266, 310
Rorty, R. 74
Rosa, P. 295, 297
Rosenberg, N. 47
Rouse, J. 13, 14
Ruben, B.D. 35
Ruef, M. 153
rule-based play 28
Runcie, M.A. 61
Ryle, G. 7, 8
Salaff, A. 220
Salen, K. 28
sales exercises 131–5, 168–72, 188–93
Sandberg, J. 13
Sander, Jil 58
Santinelli, A. 135, 168–72, 220
Sarasvathy, S.D. 6, 7, 47, 55, 56, 58, 71,
80, 106, 116, 211, 213, 229, 230,
260, 261, 264, 266
Sawyer, B. 31
Sawyer, J. 45
Schein, E. 111, 112, 281
Schell, J. 25, 28, 30
Schiller, F. von 26
Schlesinger, L. 6, 7, 106, 116, 159, 161,
211, 261
Schlesinger, P. 224–8
Schlossberg, N.K. 89
Schmidt, H.G. 91
Schön, D. 16, 89–90, 91, 139, 141, 271,
272, 277
Schooley, C. 31, 35
Schraw, G. 88
Schumpeter, J. 54, 58
Schwartz, P. 206
Scott, L.R. 290, 291
Seelig, T. 229, 230, 232–3
Seidel, V.P. 140, 141
self-assessment exercises 254–9
self-understanding 55, 56, 61, 63
self-understanding exercises 271–5,
285–9, 290–94, 299–302
Self-Understanding for Opportunity
Creation Exercise 209–13
Senge, P.M. 309, 313
sensemaking 73, 76–7
Sequenced and Escalated Peer
Coaching Exercises 159–63
serious games 31–8
Sexton, D. 295, 296
Shane, S. 5, 54, 290, 291
shareholder value 305
Shaver, K.G. 290, 291
Shepherd, D.A. 54, 71
Shubik, M. 31
Siegel, R. 116
Simon, H.A. 6, 14, 46, 61
Simon, M. 98
Sims Open for Business game 35, 110–13
simulations 31, 32, 35–6
Singer, P. 304
Slegers, R. 152–8, 303–7
Smith, D. 173
Smith, J.B. 98
Smith, P. 31
social responsibility exercises 152–8, 303–7
Sorheim, R. 277
Souza e Silva, A. de 38
Souza Fleith, D. de 65
Spinelli, S. 56, 167
Spolin, V. 119
Spradley, J.P. 49
stakeholder management exercises 105–9, 159–63, 168–72
stakeholders 6, 43, 49, 55–6, 64
Stanley, J.C. 71
Stanworth, J. 71, 295, 297
start-up 6, 14, 67, 77, 80–81
start-up exercises 164–7
Sternberg, R.J. 60
Stevens, J. 95
Stevenson, H. 54, 65
Stinchcombe, A.L. 111
Stinson, I. 45
Stockhausen, L. 92
strategic partnership exercises 219–23, 234–5
structure exercises 173–7
Stumpf, S. 71, 72
Sudek, R. 285, 286
Suits, B. 28
Sundarajan, M. 285, 286
Sundrum 37
surface learning 87
surplus energy theory 26
systems exercises 125–30, 241–6
team development exercises 209–13
team dynamics exercises 125–30
technology entrepreneurship exercises 125–30, 131–5, 241–6
Teece, D.J. 242
teaching entrepreneurship 7–10
theory versus practice debate 7–10 and reflection 85–8
theory-practice matrix 9–10
Tichener, E. 44
Timmons, J. 1, 10, 56, 58, 166, 167
Toffler, A. 206
Torrance, E.P. 66
traits approach 4–5
Treleaven, L. 87–8, 91
Tsoukas, H. 88
Understanding the Entrepreneurial Side of Government Exercise 184–7
Unger, J.M. 72
Ury, W. 146, 147, 148
US Army 32, 33
Uzzi, B. 219, 220
valuation exercises 146–51
value creation exercises 136–8
Van Eck, R. 35
Venkataraman, S. 5, 7, 54, 290, 291
Verzat, C. 31
Vesper, K.H. 3–4
vicarious learning 14–15
video games 31, 32–3, 34–5
Vince, R. 88
vision exercises 276–9, 308–13
visioning exercises 299–302
Visser, F.S. 43, 44, 47, 48, 50
voluntary nature of play 26, 35
Waal, F.B.M. de 43, 44–5, 153, 158
Wargnier, J. 15
Watts, G. 277
Weick, K.E. 73, 76, 81
Weisberg, R. 60, 61
Wheeler, M. 119
Wheelwright, S.C. 80
Whitehead, A.N. 85, 87, 271, 272
Who’s On First? Exercise 173–7
decision-making styles 177
Wiklund, J. 295, 297
Williams, M.L. 178, 179
Winnicott, D.W. 35
Winter, S. 242
Wiseman, R.M. 178, 179
Wispé, L. 44
Index

Witty, P.A. 26, 27
word associations 62, 65, 122, 196
Wren, D.A. 8

Xavier, S.R. 4, 57, 254, 255

Yamakawa, Y. 254–9
Yanow, D. 88

Your Strategic Alliance Exercise
234–5

Zacharakis, A. 164–7, 247–9, 250–53
Zahn-Waxler, C. 45
Zahorik, J.A. 72
Zakhirch, B. 45
Zimmerman, E. 28