

# Do entrepreneurs need to be prosocial to survive?

---

MAUREEN O'CALLAGHAN

# Setting the scene

---

Housekeeping

Aim and Learning Outcomes

My approach to teaching and learning

A bit about me

# Entrepreneurs

---

What immediately comes to mind when you hear the term “entrepreneur”?

Share in the Chat Box

# Traditional Stereotypes of Entrepreneurs

---

- 50% of respondents perceive money as being one of the biggest motivators for entrepreneurs
- 44% viewed entrepreneurs as important to responding to crises, such as the COVID-19 pandemic
- 27% see entrepreneurs as problem solvers
- 45% of respondents believed entrepreneurs were more likely to be male
- 48% of people believed that entrepreneurs are more likely to be from a middle-class background and 41% believe it is easier to be an entrepreneur if you are white
- 9% of respondents described themselves as entrepreneurial, although this figure rose to 15% amongst 18-24 year olds
- 20% believed that entrepreneurs are self-interested, 15% believed them to be ruthless and 13% as egocentric

# Entrepreneurs in the 21<sup>st</sup> Century are seen as...

---

- People who set up and run a business (Kobia & Sikalieh, 2010)
- Part of a systematic response to change and as an initiator of these changes ( Stevenson, 2000)
- A new employment relationship that is driving acceptance of inequality, underpinned by business scholars who extol the virtues of entrepreneurship, and legislation designed to promote entrepreneurship
- A solution for many social ills (Agarawal et.al., 2010)
- A substitute for institutional action ( Stephan et.al, 2015)
- A substitute for charities ( Dees, 2012)
- Economic saviours ( Ingram et.al., 2010)

# Entrepreneurial traits

---

Innovativeness, risk-taking propensity, locus of control, and entrepreneurial orientation ( Mueller & Thomas, 2001, Mueller, 2004)

Need for achievement, risk-taking, ambiguity, intuition, flexibility, need for autonomy, self-confidence, internal locus of control, adaptability, and dominance. Commitment ( Linchy & Reavley, 2004)

Independence, hard work, imagination, determination, and perseverance ( Bengeladijk & Noorderhaven, 2005)

An “ emancipatory process” that includes pushes to change and create new economic, social and cultural environments (Barry & Ketchen, 2009)

How do you view the role of entrepreneurs and what traits do they need to undertake that role? - Share in the Chat Box

# Poll: Can entrepreneurship be taught or is it an innate capability?

---

People can be taught how to be entrepreneurial

Entrepreneurship is an innate capability and is not something that can be taught

# Entrepreneurship Education

---

Number of learning interventions is rapidly Increasing ( Hagg & Kurczewska, 2021)

It is highly influenced by educators, consultants and researchers ( Priestley, 2010) who design, plan, execute and assess learning (Pittaway & Cope, 2007)

The field is finding it difficult to explain the practices involved and the impact they have ( Cooper et.al. 2004)

Lack of in-depth knowledge with regard to the day to day experience of entrepreneurship ( Tedder & Biesta, 2006) and the ecosystem of education ( Wraee & Warmsley, 2020)

There is a need to integrate ideological and political education ( Yin et.al. 2022)

There is an urgent need to humanise entrepreneur education ( Saska, 2012)



# A “Fit for Purpose” Curriculum - considerations

---

Individual and business health, wellbeing and flourishing

Learning from the Covid experience

Entre Comp Competency Framework

- Ideas and opportunities
- Resources
- Into action

Environmental, social and governance (ESG) - focus mainly on sustainable and ethical impacts.

2030 Agenda - Sustainable Development Goals

# An alternative entrepreneur education framework (Based upon Barrett, 2011)

---



# How might Quaker business principles contribute- small group reflection?

---

Group 1: Truth and Integrity

Group 2: Justice, equality and community

Group 3: Simplicity

Group 4: Peace

Group 5: The Light Within

Choose somebody to feedback on 3 key points to the whole group.

# We have looked at...

---

The role of that entrepreneurs and entrepreneur education in the 21<sup>st</sup> century

The competencies entrepreneurs need

An alternative entrepreneur education framework

How Quaker business principles might contribute

Any additional thoughts?

– Can be either vocal or in the chat box

# Thank you for your contributions

---

Enjoy the rest of the conference

If you would like to know more about my research, including how to get involved email me at [mOCallaghan@lincoln.ac.uk](mailto:mOCallaghan@lincoln.ac.uk)