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Leading Entrepreneurial New Ventures:
An Emerging Model

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The question:

Is entrepreneurial leadership distinctive?



Look for differences in:

- ↪ *Situation*
- ↪ *Skills*
- ↪ *Competencies*
- ↪ *Traits*
- ↪ *Tasks*

Perhaps.....

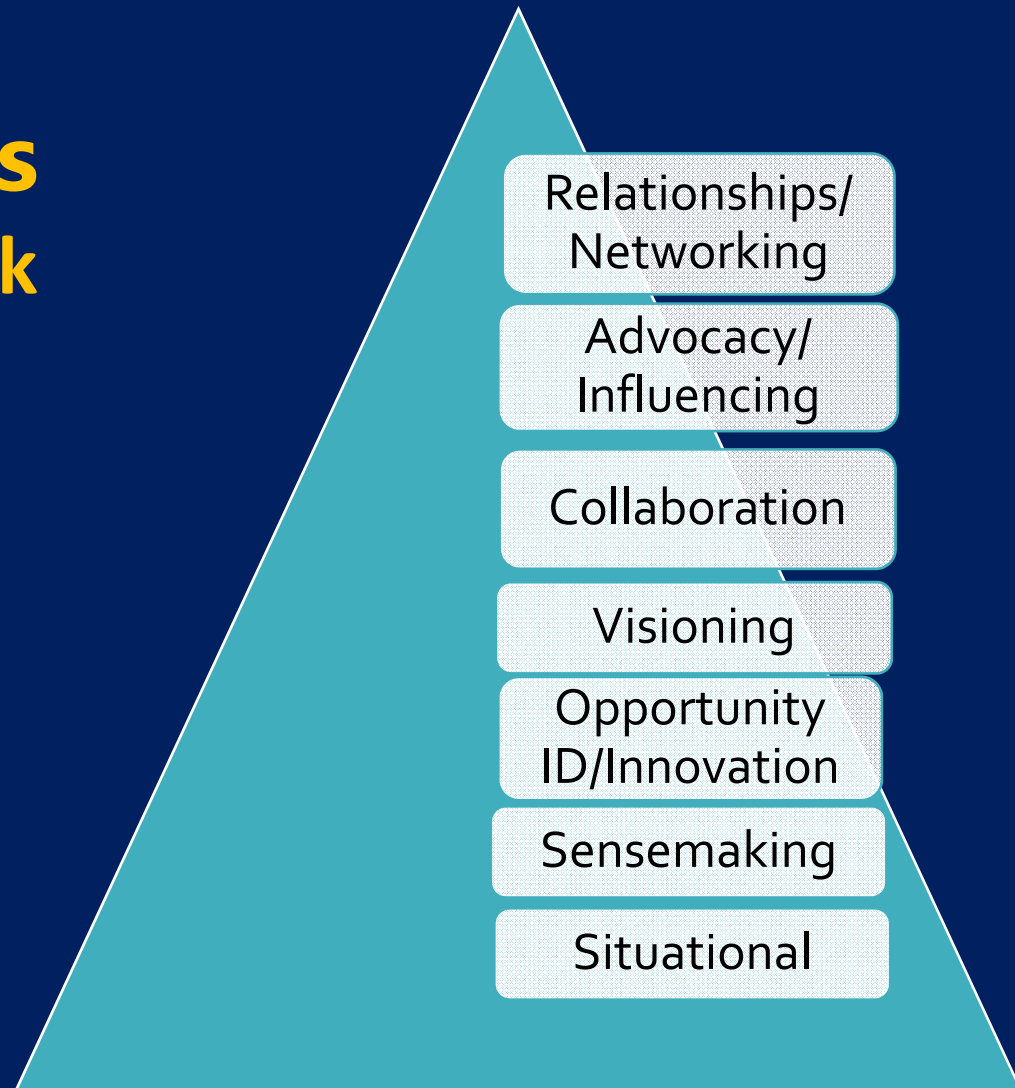
Entrepreneurial leadership
IS the leadership model for
the 21st century



If so, what does this mean
for:

- ↪ Students
- ↪ Faculty
- ↪ Mid-career
- ↪ Organizations
- ↪ Entrepreneurs

"Dimensions 7" EL Framework



Define leadership



50 ways to leave your lover.....

6 ways to leave an airplane.....

100+ domains describing/ defining leadership

Working definition



Entrepreneurial leadership entails influencing and directing the performance of group members towards the achievement of organizational goals that involve recognizing and exploiting entrepreneurial opportunities

(Renko, et al, 2015)

Premise



- High level of uncertainty
- Nascent organizations
- Few barriers
- Range of prior experience
- Intersection of leadership and entrepreneurship

Where are we?

No comprehensive textbook

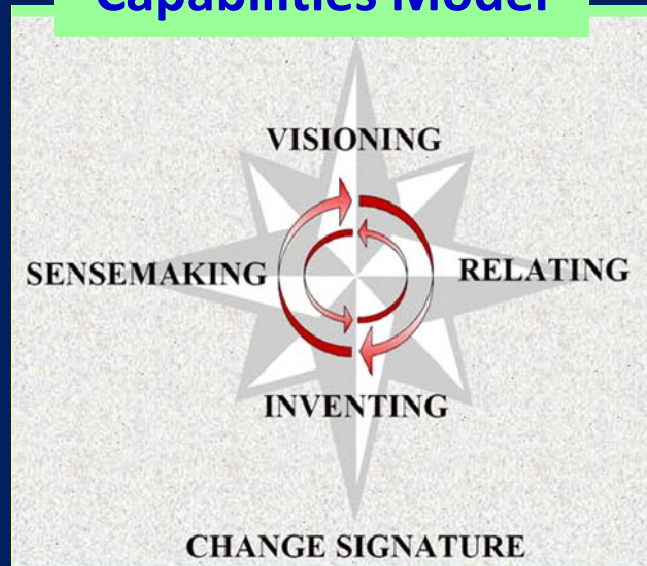
Undergraduate courses

Some research, but....



Leadership about capabilities, skills and knowledge

MIT/Sloan 4 Capabilities Model



Mumford, Ensley et al Model

1. Complex problem solving
2. Solution construction
3. Social judgment

Mumford, Zaccaro, et al, 2000)

Leadership Strataplex

1. Cognitive
2. Interpersonal
3. Business
4. Strategic

Mumford, TV, Campion, et al, 2007

"Dimensions 7" EL Framework



1. Situational
2. Sensemaking
3. Opportunity identification/Innovation
4. Visioning
5. Relationships/Networking
6. Advocacy/Influencing
7. Collaboration

The Situation

SCENARIO

Sense-making
Opportunity identification/innovation
Visioning

CAST

Relationships/ Networking
Advocacy/Influencing
Collaboration

**"Dimensions
7" EL Framework**

Implications



Integrate into business courses:

- ↪ Innovation
- ↪ Opportunity discovery
- ↪ Launch “new”

Management
Development

Economic development

Who has the first question?



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References



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OODA Loop



OBSERVE: Situational awareness

ORIENT: Situational understanding

DECIDE: Situational judgment

ACT: Situational influence