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## TEMPLATE OF CROSS-LITERATURE REVIEW RESULTS

### *beFORE - Becoming-Oriented Entrepreneurs in universities and companies*

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Knowledge Alliances - Agreement n. 2016 - 2858 / 001 - 001 Project n. 515842-EPP-1-2016-1-PL-EPPKA2-KA

for top publications presenting core foresight and entrepreneurial competences excluding domestic publication  
Analysis of at least 10 publications

**We would like to direct your attention that filling the last page in this questionnaire is obligatory**

**Guidelines:** The aim of this template is to identify core foresight and innovation/entrepreneurship competences in relation to knowledge, skills and social competences that a future-oriented manager should possess. The source of data for the analysis are key books in the field and the other printed works on foresight and entrepreneurship (even popular-scientific studies), as well as peer review articles coming from leading journals such as *Technological Forecasting and Social Change*, *Futures*, *Long Range Planning*, to name but a few. Each partner involved in the task (universities) is free to select at least ten articles/books on the subject matter. The partners are also free to add any relevant articles/books. In the first place, we suggest to work on the publications which deal with the convergence among futures studies, entrepreneurship and innovation. In case of difficulty with the identification of core foresight and innovation/entrepreneurship competences in these sources, we suggest to work on the articles/books from three fields of expertise (namely foresight, entrepreneurship and innovation) separately.

<b>The authors with affiliations</b>	Brant Cooper, Patrick Vlaskovits
<b>Title of the publication</b>	The Lean Entrepreneur: How Visionaries Create Products, Innovate with New Ventures, and Disrupt Markets
<b>Journal title*</b>	
<b>Number of journal*/year of publication/pages</b>	2013 - p193
<b>Database of the scientific article's retrieval*</b>	
<b>Keywords (or phrases) by which the publication was identified</b>	Entrepreneurial visionaries, talented entrepreneurs, innovators, empower individuals,
<b>Main keywords/phrases of the publication</b>	Leverage the framework of visionaries to innovate, disrupt, and ultimately succeed as an entrepreneur
<b>Core foresight and entrepreneurial competences</b>	<p><i>The Lean Entrepreneur shows us how to:</i></p> <ul style="list-style-type: none"> <li>• <i>Apply actionable tips and tricks from successful lean entrepreneurs with proven track records</i></li> <li>• <i>Leverage the Innovation Spectrum to disrupt markets and create altogether new markets</i></li> <li>• <i>Use minimum viable products to drive strategy and conduct efficient market testing</i></li> <li>• <i>Quickly develop cross-functional innovation teams to overcome typical startup roadblock</i></li> <li>• Engage customers with Viability Testing and radically reduce time and budget for product development</li> <li>• Bring your organization critical focus on the power of loyal customers and valuable products you can build to serve them.</li> <li>• Leverage instructive tools, skill-building exercises, and worksheets along with bonus online videos</li> </ul>
<b>Convergence among futures studies and entrepreneurship</b>	
<b>Convergence among futures studies and innovation</b>	
<b>Convergence among futures studies and entrepreneurship and innovation</b>	
<b>Main highlights of the article (in bullets, up to 2500 characters including spaces)</b>	This book shows how to become a visionary. Most of the people believe entrepreneurial visionaries are born, not made. Our media glorify business outliers like Bezos, Branson, Gates, and Jobs as heroes with X-ray vision who can look to the future, see clearly what will be, imagine a fully formed product or experience and then, simply make the



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	<p>vision real. Many in the entrepreneur community still believe that to be visionary, we must merely execute on a seemingly good idea and ignore all doubt. Falling prey to the Myth of the Visionary confuses talented entrepreneurs, product managers, innovators and investors. The Lean Entrepreneur moves us beyond this myth. It combines powerful customer insight, rapid experimentation and easily actionable data from the Lean Startup methodology to empower individuals, companies, and entire teams to evolve their vision, solve problems, and create value at the speed of the Internet. Anyone can be visionary.</p>
<b>Other observations or comments</b>	

\*Fill the following fields for the articles exclusively