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TEMPLATE OF CROSS-LITERATURE REVIEW RESULTS

beFORE - Becoming-Oriented Entrepreneurs in universities and companies

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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.

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| The authors with affiliations | Revindra K. Jain, Vikram University (India) |
| Title of the publication | Entrepreneurial Competencies: A Meta-analysis and Comprehensive Conceptualization for Future Research |
| Journal title* | Vision |
| Number of journal*/year of publication/pages | 15(2)/ 2011/ 127-152 |
| Database of the scientific article's retrieval* | EBSCO |
| Keywords (or phrases)by which the publication was identified | Entrepreneurial competencies |
| Main keywords/phrases of the publication | Entrepreneurship, entrepreneur, enterpreneurial competencies, entrepreneurial behavior, entrepreneurial environment, entrepreneurial success, entrepreneurial research |
| Core foresight and entrepreneurial competences | Entrepreneurial competencies: Ability to discover opportunities, lack of risk-aversion (moderate or high risk-taking propensity - inconclusive research), innovativeness, intuition, tolerance for ambiguity, achievement motivation (tendency to plan, establish future goals, gather information and learn), internal locus of control, healthy self-esteem, high level of self-efficacy (belief in own ability to cope, perform and be successful generally or in a given area of expertise), creativity (understood as a very broad concept incl.: sensitivity to problems, capacity to produce many ideas, ability to change one's mental set, ability to deal with complexity, ability to evaluate, ability to come up with variety of perspectives, approaches and solutions, ability to grasp the causes and consequences of a situation, ability to redefine problems), proactiveness (oppurtunity seeking and forward-looking perspective (...) and acting in anticipation of future demand to create change and shape environment), high level of education, work experience, extravertism, team-building skills, social intelligence and networking skills. |
| Convergence among futures studies and entrepreneurship | The article defines a field of entrepreneurship as involving "the study of sources of opportunities; the process of discovery, evaluation and exploitation of opportunities; and the set of individuals who discover, evaluate and exploit them". Such a notion indicates potential usefulness of foresight activities for entrepreneurs. <i>e.g.the application of foresight in the enterprise increases entrepreneurial activities</i> |
| Convergence among futures studies and innovation | Click here to enter the examples in the publication related to CONVERGENCE AMONG FUTURES STUDIES AND INNOVAION <i>e.g.the application of foresight in the organization increases innovation capabilities</i> |

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| <p>Convergence among futures studies and entrepreneurship and innovation</p> | <p>The article lists innovativeness as a psychological predisposition of entrepreneurs and cites classic works of J. Schumpeter where the innovative nature is described as the most distinguished characteristic of an entrepreneur. <i>e.g. strategic capacity of the organization in a result of convergence among futures studies and entrepreneurship or innovation</i></p> |
| <p>Main highlights of the article (in bullets, up to 2500 characters including spaces)</p> | <ul style="list-style-type: none"> - The paper reviews a broad spectrum of earlier research on entrepreneurial competencies and sources of entrepreneurial success. - It is argued that entrepreneurial success needs favourable external conditions, adequate personal characteristics and right motivation to exploit opportunities. - On the basis of the review, the author derives a simple framework of entrepreneurship and entrepreneurial competencies comprising of: entrepreneurial competencies, entrepreneurial intentions and behavior and environmental factors, which translate into entrepreneurial performance and outcomes. - There are two separate categories of personal competencies distinguished in the framework: 1) entrepreneur's motives and 2) entrepreneur's attitudes and personal characteristics |
| <p>Other observations or comments</p> | <p>The competencies which seem completely irrelevant to beFORE project (mostly personal motives like 'need for money') were excluded from the list of competencies.</p> |

*Fill the following fields for the articles exclusively