

The Entrepreneurial Mindset

Professor Christoph Zott
IESE Business School

Thursday 14th of February
8.30am - 4.30pm
The K Club, Co. Kildare



Alumni Masterclasses

- Join fellow alumni of the Advanced Leadership Programme (ALP) at our first masterclass of 2019.
- Continue your learning journey as you endeavour to improve and enhance your leadership skills.
- An ideal opportunity to get reacquainted with your class and to get to know other leaders who have done the ALP.
- A limited number of places are open to non alumni guests to facilitate an understanding of this type of executive education. Call us if you have an interest in one of those places.
- Watch a brief video [here](#) from Timoney alumni on the advantages of attending alumni masterclasses



The Entrepreneurial Mindset

What can you expect from this Masterclass?

- Improve your entrepreneurial skills in different contexts such as: new venture, existing company, NGO or government.
- Discover what it takes to turn an idea into a value-creating business.
- Learn and acquire essential concepts and tools that equip you to think through in a structured way how to build your idea into a concept, and that concept into a business.
- Explore examples relevant for organisations of different sizes and gain an insight into the entrepreneurial journey of Darragh McCarthy, Founder and CEO of FinTru.

Learning Outcomes

Are You An Entrepreneurial Leader?

The first session will address some of the most fundamental issues about entrepreneurship, reflect on the what it takes to become an entrepreneurial leader and examine entrepreneurial mindset and personality profiles that entrepreneurs typically have.

Developing A Winning Business Case

These sessions will introduce and explain a framework for crafting a winning business case, which is a key tool for entrepreneurs to enhance the chances of successfully launching a new venture. Christoph will apply the framework to a real-world business case, and discuss and debrief the case.

Christoph Zott

Professor of Entrepreneurship



Christoph Zott is professor in the Department of Entrepreneurship. His current research centres on resource management in entrepreneurial firms, including areas such as the design of business models that combine the resources of entrepreneurial firms with those of suppliers, customers, and partners; the acquisition and mobilization of resources through entrepreneurs' symbolic management and affective influence actions; and the deployment of resources through dynamic capabilities.

Prof. Zott has published on these topics in the Administrative Science Quarterly, the Journal of Business Venturing, Organisation Science, and the Strategic Management Journal, as well as in other research outlets and books. He is a member of the editorial board of the Strategic Management Journal, as well as a co-editor of the Strategic Entrepreneurship Journal. He has also served in the leadership Team of the Business Policy and Strategy Division of the Academy of Management

Prof. Zott teaches courses on entrepreneurship and private equity at MBA, EMBA and Executive Education levels. He also consults for growth ventures, as well as larger firms interested in entrepreneurial leadership. He holds graduate degrees with distinction in industrial engineering from Universität Karlsruhe (Germany) and Institut National Polytechnique de Grenoble (France). He received his Ph.D. in commerce and business administration from the University of British Columbia (Canada).

How to book your place:

Email admin@timoneyleadership.ie or
call + 353 1 676 0477

Fee:

- Alumni members: Included in annual subscription fee
- Guests: €550

When:

Thursday 14th February 2019
8.30am- 4.30pm

Where:

K Club Hotel, Straffan, Co Kildare

www.timoneyleadership.ie

*Payment must be completed in advance of attending the
masterclass. No refunds are available.*

