

Groundbreaking Research Advances Entrepreneurial Leadership

Babson faculty who co-authored the research paper:

Scott Taylor, Andrew Corbett, Wendy Murphy, Jeffrey Shay, Keith Rollag, and Danna Greenberg

Decades-old problems persist. New challenges emerge faster than ever in a rapidly evolving technological world. And yet solutions are harder and harder for leaders to find and implement. The real problem may be the entrenched models of leadership that are failing.

New research from Babson proposes entrepreneurial leadership as a game changing solution that could have a long-term impact for businesses and organizations. The groundbreaking research offers the first academic model of entrepreneurial leadership.

“Our proposed conceptual model argues that entrepreneurial leadership is a relational process, not just a set of leader traits,” said Scott Taylor, Babson professor of organizational behavior and the lead author of the new research paper that emphasizes the need for leaders and others to work together to identify opportunities, share ideas, and take action in uncertain environments. “Ultimately, entrepreneurial leadership encourages proactive, innovative, and risk-taking behavior, making it essential for both startups and established organizations aiming to adapt and thrive in a rapidly changing world.”

Entrepreneurial leadership emphasizes the importance of relationships to build collaborative action to pursue entrepreneurial opportunities collectively, according to the Babson research. The research paper—“A Conceptual Model of Entrepreneurial Leadership: How Entrepreneurial Leaders Enable Entrepreneurial Opportunity”—was published in the *International Entrepreneurship and Management Journal*. The research was led by Taylor, also the inaugural Arthur M. Blank Endowed Chair for Values-Based Leadership, along with five Babson professors: Andrew Corbett, the Paul T. Babson Distinguished Professor of Entrepreneurial Studies; Danna Greenberg, the Walter H. Carpenter Professor of Organizational Behavior, associate dean of faculty, and chair of the Management Division; Wendy Murphy, professor of management and the associate dean of undergraduate academic programs; Keith Rollag, professor of management; and Jeffrey Shay ’87, MBA’91, professor of entrepreneurship.

“Until now, entrepreneurial leadership has not been adequately defined or differentiated from traditional leadership theories,” Taylor said. The co-authors “have devoted years to conducting research to create a distinct model for this unique type of leadership.”

Their research not only redefines entrepreneurial leadership but also explains how entrepreneurial leaders can more effectively lead organizations to solve problems and create value. This work builds on Babson’s expertise as the No. 1 school for entrepreneurship. In much the same way that the College revolutionized entrepreneurial education as a discipline that could be developed, Babson is advancing the field of entrepreneurial leadership.