

Social Entrepreneurship What Everyone Needs To Know

Understanding Social Entrepreneurship is the leading textbook that provides students with a comprehensive overview of the field. It brings the mindset, principles, strategies, tools, and techniques of entrepreneurship into the social sector and offers innovative solutions to today's vexing social issues. Kickul and Lyons cover all the key topics relevant to social entrepreneurship, including a detailed examination of each of the steps in the entrepreneurial process. This third edition includes new features: A process-oriented format, taking students through discovery, design, development, and delivery Two new chapters: one on lean startup and design thinking for social entrepreneurship, and another on unconventional approaches to social entrepreneurship Updated and new case studies, with improved global coverage 'Practically Speaking' sections that explore evidence-based research from the field Bringing together a rigorous theoretical foundation and a strong practical focus, this book is a resource for students of social entrepreneurship at undergraduate and postgraduate levels. A companion website includes an instructor's manual, PowerPoint slides, test bank, and other tools to provide additional support for students and faculty. 'Social Entrepreneurship' is a term that has come to be applied to the activities of grass-roots activists, NGOs, policy makers, international institutions, and corporations, amongst others, which address a range of social issues in innovative ways. Themed around the emerging agendas for developing new, sustainable models of social sector excellence and systemic impact, Social Entrepreneurship offers, for the first time, a wide-ranging, internationally-focused selection of cutting-edge research from leading academics, policy makers, and practitioners. Together they seek to clarify some of the ambiguity around this term, describe a range of social entrepreneurship projects, and establish a clear set of frameworks with which to understand and evaluate them. The volume are contributions from Muhammad Yunus, winner of the 2006 Nobel Peace Prize and the father of microfinance, Geoff Mulgan, former head of the British prime minister's policy unit, and Bill Drayton, founder of the Ashoka network of social entrepreneurs. Jeff Skoll, founder of the Skoll Foundation, and first president of eBay, provides a preface. Alex Nicholls provides a substantial new preface to this paperback edition, reflecting on the latest developments in the study and practice of entrepreneurship.

Social entrepreneurship is a revolution occurring around the world today. People from all walks of life are developing and implementing innovative, effective, and sustainable solutions in response to social and environmental challenges. These solutions include products, services, and interventions brought to market by new startups and existing orga

Research on social entrepreneurship is finally catching up to its rapidly growing potential. In The Search for Social Entrepreneurship, Paul Light explores this surge of interest to establish the state of knowledge on this growing phenomenon and offers directions for future research. Light begins by outlining the debate on how to define social entrepreneurship, a concept often cited and lauded but not necessarily understood. A very elemental definition would note that it involves individuals or organizations seeking sustainable change via new ideas on how governments, nonprofits, and businesses can address significant social problems. That leaves plenty of gaps, however, and without adequate agreement on what the term means, we cannot measure it effectively. The unsatisfying results are usually comparisons that make replication and further research difficult. The subsequent section examines the four main components of social entrepreneurship: ideas, opportunities, and the entrepreneurs themselves. The copious information available about each has yet to be mined for lessons on making social entrepreneurship a success. The third section draws on Light's original survey research on 131 high-performing social entrepreneurs, exploring how they differ across the four key components. The fourth and final section offers recommendations for future action and research in this burgeoning field.

Social Entrepreneurship in India

How Social Entrepreneurs Create Markets that Change the World

Social Entrepreneurship and the New Bottom Line

Creating Good Work

Discovering Value and Creating Growth in a Disrupted World

A Dictionary of Business and Management

Starting Out, Scaling Up and Staying True

Mission driven—business as a vehicle for change. The current business-for-profit model rewards short-term thinking, narrow self-interest, and a social-and-environmental-costs-be-damned attitude. Non-profits, while more focused on the greater good, tend to be inherently resource-challenged and rely on increasingly scarce grants and donations to sustain their existence. Social enterprise is an exciting, blended model driven by the desire to create positive change through entrepreneurial activities. The Art of Social Enterprise is a practical guide which supplies everything you need to know about the mechanics of social entrepreneurship including: Startup – envisioning and manifesting intention Strategic planning – balancing social and monetary value Maintaining an even keel despite the inevitable challenges associated with being an entrepreneur. This valuable resource also provides an unparalleled legal perspective to help you take advantage of established legal organizational forms, recent statutory creations, contract hybrids, certification programs and more. Aimed at emerging as well as established social entrepreneurs, for-profit leaders who want to introduce an element of social responsibility into their companies, and non-profit organizations who want to increase their stability by generating income, The Art of Social Enterprise is the definitive guide to doing well while doing good.

In a book presented in a Q-and-A format, the authors explain what social entrepreneurs are, how their organizations function, what challenges they face and how readers can get involved in the efforts that social entrepreneurs are spearheading. Cowritten by the author of How to Change the World. Original.

The playwright George Bernard Shaw once said "The reasonable man adapts himself to the world; the unreasonable one persists in trying to adapt the world to himself. Therefore, all progress depends on the unreasonable man." Highly unconventional capitalists and entrepreneurs who are solving some of the world's great economic, social, and environmental problems are, in the process, disrupting existing industries, value chains, and business models, and replacing them with fast-growing markets in all corners of the world. The Power of Unreasonable People argues that leaders and decision-makers can gain insight into the future of market opportunity from the mindset and strategies of this new type of entrepreneur. The book offers an on-the-ground look at social entrepreneurs by identifying a new breed of "unreasonable" entrepreneurs, explaining how their enterprises have been built, exploring the impact of their work on future market risks and opportunities, and finally highlighting lessons for tomorrow's leaders. Incumbents who recognize the value of investing in, partnering with, and learning from these entrepreneurial operations will be better positioned to adapt to the disruption and adopt new business practices. John Elkington is the Founder, Chief Entrepreneur, and Non-Executive Director of the international consultancy SustainAbility. Pamela Hartigan is Managing Director for the Schwab Foundation for Social Entrepreneurship.

Principles for driving significant change throughout an entire system Drawing on the knowledge and experience of working with hundreds the world's top social change leaders in all fields, Beverly Schwartz presents a model for change based on five proven principles that any individual leader or organization can apply to bring about deep, lasting and systematic change. Rippling shows how to activate the type of change that is needed to address the critical challenges that threaten to destroy the foundations of our society and planet in these increasingly turbulent times. These actionable principles are brought to life by compelling real-life stories. Schwartz provides a road map that allows anyone to become a changemaker. Presents some of today's most innovative and effective approaches to solving social and environmental challenges Offers a vision of social entrepreneurs as role models, catalysts, enablers and recruiters who spread waves system changing solutions throughout society The author offers a model of change that begins with the end result in mind First book from an insider at Ashoka, the foremost global organization on social change through social entrepreneurship Rippling clearly demonstrates how and when empathy, creativity, passion, and persistence are combined; significant, life-altering progress is indeed possible.

International Case Studies and Practice

Building a Successful Social Venture

Grit

What Everyone Needs to Know?

The Search for Social Entrepreneurship

An Affirmative Critique

Theory and Practice

With business advice from an expert entrepreneur, learn how to identify and leverage the key factors that will bring sustainability and success to your startup. Kathleen Kelly Janus, a lecturer at the Stanford University Program on Social Entrepreneurship and the founder of the successful social enterprise Spark, set out to investigate what makes a startup succeed or fail. She surveyed more than 200 high-performing social entrepreneurs and interviewed dozens of founders. Social Startup Success shares her findings for the legions of entrepreneurs working for social good, revealing how the best organizations get over the revenue hump. How do social ventures scale to over \$2 million, Janus's clear benchmark for a social enterprise's sustainability? Janus, tapping into strong connections to the Silicon Valley world where many of these ventures are started or and/or funded, reveals insights from key figures such as DonorsChoose founder Charles Best, charity:water's Scott Harrison, Reshma Saujani of Girls Who Code and many others. Social Startup Success will be social entrepreneurship's essential playbook; the first definitive guide to solving the problem of scale. Each book covers all the necessary information a beginner needs to know about a particular topic, providing an index for easy reference and using the series' signature set of symbols to clue the reader in to key topics, categorized under such titles as Tip, Remember, Warning!, Technical Stuff and True Story.

India is a hub of social entrepreneurship and has a long history of solving social problems through entrepreneurial strategies. The book explores this phenomenon with lessons from more than 120 real-life examples of Indian social ventures. It describes how ordinary individuals can solve, and are solving, some of the most critical social problems that besiege the Indian society. Social Entrepreneurship in India focuses on what ' entrepreneurship ' means for social entrepreneurs, and how their efforts are different than other social change agents. Using examples, the author provides insights into the nature of entrepreneurial thinking and the methods used by social entrepreneurs to create their ventures and to make essential products and services reachable to marginalized, remote and fragmented markets and communities in a sustainable manner. Based on the existing successful Indian social ventures and enterprises, the book provides practical insights into the models used to build these successful ventures.

A complete set of tools for applying entrepreneurial strategies and techniques to your nonprofit As a follow-up to their book Enterprising Nonprofits, the authors of Strategic Tools for Social Entrepreneurs provide a full set of practical tools for putting the lessons of business entrepreneurship to work in your nonprofit. The book offers hands-on guidance that helps social sector leaders hone their entrepreneurial skills and carry out their social missions more effectively than ever before. This practical and easy-to-use book is filled with examples, exercises, checklists, and action steps that bring the concepts, frameworks, and tools to life. Detailed explanations of all the tools and techniques will help you personalize and apply them to your nonprofit organization-making it stronger, healthier, and better able to serve the needs of our communities. Praise for Strategic Tools for Social Entrepreneurs "I search constantly for resources that can help provide insightful guidance to take Teach For America to a higher level; Strategic Tools for Social Entrepreneurs does this and more. The book takes the best practices of for-profits and social enterprises and adapts them to the needs of entrepreneurial, mission-driven nonprofits. Strategic Tools for Social Entrepreneurs is a tremendous contribution to social entrepreneurs and to the nonprofit sector—many thanks to the authors for identifying this need and filling it!" -Wendy Kopp Founder and President, Teach For America All of the royalties from this book will be used by the Ewing Marion Kauffman Foundation to support continuing work on social entrepreneurship.

Quarter Idealism and a Pound of Pragmatism

The Social Entrepreneur's Handbook: How to Start, Build, and Run a Business That Improves the World

Getting Beyond Better

How Social Entrepreneurs are Disrupting Business as Usual

A Guide for Social Entrepreneurs

The Real Problem Solvers

The World's Leading Social Entrepreneurs Show How to Build A Healthy Economy

What's it like to be a social entrepreneur - not a textbook social entrepreneur but one on the ground? This book offers an explanation. Michael Gordon, leading Social Entrepreneurship expert from the University of Michigan, spoke with more than one hundred social entrepreneurs - from six continents, young and old, just starting out to several decades in, addressing seemingly every societal problem of the day. This book uses their words and experiences to provide a kaleidoscopic description of what it means to become a social entrepreneur. It ranges from the personal and emotional challenges they often face to the grand impact many hope to produce. It touches on the sublime but focuses on the everyday, highlighting the mistakes that have been made, the lessons learned and, especially, what advice they would give to those wanting to start a social venture. This book presents the truth, not the varnish, and is ideal for use in the classroom with students studying social entrepreneurship, and for all new and experienced social entrepreneurs seeking real-life examples of how to overcome challenges. For anyone else, it offers a penetrating portrait of the lives of those committed to changing the world.

The proven, effective strategy for reinventing your business in the age of ever-present disruption Disruption by digital technologies? That's not a new story. But what is new is the "wise pivot," a replicable strategy for harnessing disruption to survive, grow, and be relevant to the future. It's a strategy for perpetual reinvention across the old, now, and new elements of any business. Rapid recent advances in technology are forcing leaders in every business to rethink long-held beliefs about how to adapt to emerging technologies and new markets. What has become abundantly clear: in the digital age, conventional wisdom about business transformation no longer works, if it ever did. Based on Accenture's own experience of reinventing itself in the face of disruption, the company's real world client work, and a rigorous two-year study of thousands of businesses across 30 industries, Pivot to the Future reveals methodical and bold moves for finding and releasing new sources of trapped value-unlocked by bridging the gap between what is technologically possible and how technologies are being used. The freed value enables companies to simultaneously reinvent their legacy, and current and new businesses. Pivot to the Future is for leaders who seek to turn the existential threats of today and tomorrow into sustainable growth, with the courage to understand that a wise pivot strategy is not a one-time event, but a commitment to a future of perpetual reinvention, where one pivot is followed by the next and the next.

A hands-on resource that shows nonprofits how to adopt entrepreneurial behaviors and techniques The rising spirit of social entrepreneurship has created all kinds of new opportunities for nonprofit organizations. But at the same time, many are discovering more than their share of challenges as well. This essential book will help anyone in the field gain the necessary skills to meet these challenges. Written by the leading thinkers and practitioners in the field, Enterprising Nonprofits offers concise and engaging explanations of the most successful business tools being used by nonprofits today. The authors clearly describe all the concepts so you'll be able to embrace the methods of social enterprise for your organization. With this book, you'll learn how to use practical business techniques to dramatically improve the performance of your nonprofit. Praise for Enterprising Nonprofits "I can't imagine a better team to bring powerful insights and practical guidance to social entrepreneurs. Readers will be inspired by the examples, and then they will roll up their sleeves to apply the many useful management tools in this engaging book."-Rosabeth Moss Kanter, Harvard Business School, Author of Evolve!: Succeeding in the Digital Culture of Tomorrow "In one book, Enterprising Nonprofits does for social entrepreneurs what countless volumes have done for entrepreneurs in the business sector. A wonderful mixture of analysis, practical advice, and inspiration."-Paul Brest, President, William and Flora Hewlett Foundation All of the royalties from this book will be used by the Ewing Marion Kauffman Foundation to support continuing work on social entrepreneurship.

Today, "social entrepreneurship" describes a host of new initiatives, and often refers to approaches that are breaking from traditional philanthropic and charitable organizational behavior. Nowhere is this more true than in the United States—where, from 1995-2005, the number of non-profit organizations registered with the IRS grew by 53%. But, what types of change have these social entrepreneurial efforts brought to the world of civil society and philanthropy? What works in today's environment? And, what barriers are these new efforts breaking down as they endeavor to make the world a better place? The Real Problem Solvers brings together leading entrepreneurs, funders, investors, thinkers, and champions in the field to answer these questions from their own, first-person perspectives. Contributors include marquee figures, such as Nobel Laureate Muhammad Yunus, Ashoka Founder Bill Drayton, Jacqueline Novogratz, Founder of the Acumen Fund, and Sally Osberg, CEO of the Skoll Foundation. The core chapters are anchored by an introduction, a conclusion, and question-and-answers sections that weave together the voices of various contributors. In no other book are so many leaders presented side-by-side. Therefore, this is the ideal accessible and personal introduction for students of and newcomers to social entrepreneurship.

A Financial Guide for Social Entrepreneurs

A Toolkit for Social Entrepreneurs

Becoming a Social Entrepreneur

Social Entrepreneurship For Dummies

The Art of Social Enterprise

Social Entrepreneurship

Social Entrepreneurship: Concepts, Methodologies, Tools, and Applications

Social innovation and social entrepreneurship look for creative and affordable solutions to specific societal problems. Fuelled by the spread of the internet and the ubiquity of mobile phones, there are more people working to solve pressing social and environmental problems in the world today than ever before in human history. Social Entrepreneurship and Innovation presents the journeys of pioneering - and often accidental - social innovators who, faced with a problem, used their courage, tenacity and creative thinking to find a solution. Using their own words to reflect open their experiences, these cases do not gloss over the setbacks and the dead ends social entrepreneurs can face. Instead, readers will gain a realistic insight into the challenges and an engaging look at the problem-solving mindset needed to overcome them. From a life-saving project to bring solar-powered lighting to midwives in Nigeria, to a news dissemination service that's grown from small beginnings to have a global impact, each case study draws out the lessons learnt by the innovators, providing guidance and advice for those looking to follow in their footsteps. Social Entrepreneurship and Innovation is an invaluable resource for social entrepreneurs and innovators looking for new ideas and insight into what really works - and what doesn't. This book is an inspiring read for anyone with a social conscience and a desire to change their world for the better.

Who drives transformation in society? How do they do it? In this compelling book, strategy guru Roger L. Martin and Skoll Foundation President and CEO Sally R. Osberg describe how social entrepreneurs target systems that exist in a stable but unjust equilibrium and transform them into entirely new, superior, and sustainable equilibria. All of these leaders—call them disrupters, visionaries, or changemakers—develop, build, and scale their solutions in ways that bring about the truly revolutionary change that makes the world a fairer and better place. The book begins with a probing and useful theory of social entrepreneurship, moving through history to illuminate what it is, how it works, and the nature of its role in modern society. The authors then set out a framework for understanding how successful social entrepreneurs actually go about producing transformative change. There are four key stages: understanding the world; envisioning a new future; building a model for change; and scaling the solution. With both depth and nuance, Martin and Osberg offer rich examples and personal stories and share lessons and tools invaluable to anyone who aspires to drive positive change, whatever the context. Getting Beyond Better sets forth a bold new framework, demonstrating how and why meaningful change actually happens in the world and providing concrete lessons and a practical model for businesses, policymakers, civil society organizations, and individuals who seek to transform our world for good.

Available for the First Time: The Complete Social Entrepreneur's Playbook Covers all three phases of the start-up to scale-up process, developed with reader feedback from "one of the more unusual ebook...experiments of the year" (ThinReads) Wharton professor Ian C. MacMillan and Dr. James Thompson, director of the Wharton Social Entrepreneurship Program, provide a tough-love approach that significantly increases the likelihood of a successful social enterprise launch in the face of the high-uncertainty conditions typically encountered by social entrepreneurs. MacMillan and Thompson used their own systematic framework to publish The Social Entrepreneur's Playbook. To test the market, they offered the first phase in their start-up method (step 1) as a free ebook. Readers were invited to join The Social Entrepreneur's Advisory Group, and nearly 300 aspiring and active social entrepreneurs shared feedback that helped shape the complete edition of the book, which covers all three steps in the start-up to scale-up process. Based on this crowd-sourced feedback from readers of the free ebook and drawing on the authors' more than 26 years' combined experience developing and studying social enterprises in the field across Africa and in the United States, this new edition provides guidance for each phase: Phase One: Pressure Test Your Start-Up Idea. Based on the free ebook, this expanded section now includes advice on setting revenue and social impact goals, how to navigate the sociopolitical landscape, and how to develop a strong concept statement. In addition, MacMillan and Thompson provide advice on how to identify and test a proposed revenue-generating solution and define and segment your target population. Phase Two: Plan Your Social Enterprise. All new to this edition, this critical phase shows you how to frame and scope the venture, determine what it will take to actually deliver a sustainable enterprise, identify the key assumptions that have been made, and design checkpoints to test those assumptions before making major investments. Phase Three: Launch and Scale Your Social Enterprise. Available for the first time in this edition, you will learn how to effectively launch your enterprise, manage upside potential and downside risk, and strategically scale up. Filled with accessible frameworks and tools, as well as inspiring stories of social entrepreneurs, The Social Entrepreneur's Playbook is a must-read for any aspiring or active social entrepreneur, as well as philanthropists, foundations, and nonprofits interested in doing more good with fewer resources. Includes access to downloadable planning documents, including user-friendly spreadsheets

The Business of Good narrates the story behind social entrepreneurship as told by the individuals compelled to create a change in the world—not just another business. Serial and social entrepreneur Jason Haber intertwines case studies, anecdotes, and initiatives that have become part of the larger narrative of entrepreneurship. From Main Street to Wall Street, today's social entrepreneurs are rebooting capitalism, challenging the charitable industrial complex, and are disrupting the way companies do business with exciting innovations designed to solve society's most vexing problems. In this book, Haber examines Capitalism 2.0, philanthropy, and the role and power of media alongside the world's response as social entrepreneurship changes how we give, how we invest, and who we are.

How to Innovate for Radically Greater Social Good

Building Social Business

Lean Impact
Combating the Dangerous Myths that Hold Back Startups, Founders, and Investors
Enhancing the Performance of Your Enterprising Nonprofit
How Social Entrepreneurs Spread Innovation Throughout the World
In the Business of Change

Written for students and practitioners of social entrepreneurship, this text is about the opportunity and challenge of applying leadership skills and entrepreneurial talents creatively and appropriately to create social value. This is the first book on creating and running a social enterprise to combine theoretical discussions with current cases from around the world, filling a huge gap in the literature. It serves as an eminently practical blueprint for those who wish to build, sustain, and grow social ventures. Building a Successful Social Venture draws on Eric Carlson's and James Koch's pioneering work with the Global Social Benefit Institute, cofounded by Koch at Santa Clara University's Miller Center for Social Entrepreneurship. Since 2003, over 200 Silicon Valley executives have mentored more than 800 aspiring social entrepreneurs at the GSBI. It is this unparalleled real-world foundation that truly sets the book apart. Early versions of the book were used in both undergraduate and MBA classes. Part 1 of the book describes the assumptions that the GSBI model is based on: a bottom-up approach to social change, a focus on base-of-the-pyramid markets, and a specific approach to business planning developed by the GSBI. Part 2 presents the seven elements of the GSBI business planning process, and Part 3 lays out the keys to executing it. The book includes "Social Venture Snapshots" illustrating how different organizations have realized elements of the plan, as well as a wealth of checklists and exercises. Social ventures hold enormous promise to solve some of the world's most intractable problems. This book offers a tested framework for students, social entrepreneurs, and field researchers who wish to learn more about the application of business principles and theories of change for advancing social progress and creating a more just world. Despite enormous investments of time and money, are we making a dent on the social and environmental challenges of our time? What if we could exponentially increase our impact? Around the world, a new generation is looking beyond greater profits, for meaningful purpose. But, unlike business, few social interventions have achieved significant impact at scale. Inspired by the modern innovation practices, popularized by bestseller The Lean Startup, that have fueled technology breakthroughs touching every aspect of our lives, Lean Impact turns our attention to a new goal - radically greater social good. Social change is far more complicated than building a new app. It requires more listening, more care, and more stakeholders. To make a lasting difference, solutions must be embraced by beneficiaries, address root causes, and include an engine that can accelerate growth to reach the scale of the need. Lean Impact offers bold ideas to reach audacious goals through customer insight, rapid experimentation and iteration, and a relentless pursuit of impact. Ann Mei Chang brings a unique perspective from across sectors, from her years as a tech executive in Silicon Valley to her most recent experience as the Chief Innovation Officer at USAID. She vividly illustrates the book with real stories from interviews with over 200 organizations across the US and around the world. Whether you are a nonprofit, social enterprise, triple bottom line company, foundation, government agency, philanthropist, impact investor, or simply donate your time and money, Lean Impact is an essential guide to maximizing social impact and scale. In this instant New York Times bestseller, Angela Duckworth shows anyone striving to succeed that the secret to outstanding achievement is not talent, but a special blend of passion and persistence she calls "grit." "Inspiration for non-genius everywhere" (People). The daughter of a scientist who frequently noted her lack of "genius," Angela Duckworth is now a celebrated researcher and professor. It was her early eye-opening stints in teaching, business consulting, and neuroscience that led to her hypothesis about what really drives success: not genius, but a unique combination of passion and long-term perseverance. In Grit, she takes us into the field to visit cadets struggling through their first days at West Point, teachers working in some of the toughest schools, and young finalists in the National Spelling Bee. She also mines fascinating insights from history and shows what can be gleaned from modern experiments in peak performance. Finally, she shares what she's learned from interviewing dozens of high achievers—from JP Morgan CEO Jamie Dimon to New Yorker cartoon editor Bob Mankoff to Seattle Seahawks Coach Pete Carroll. "Duckworth's ideas about the cultivation of tenacity have clearly changed some lives for the better" (The New York Times Book Review). Among Grit's most valuable insights: any effort you make ultimately counts twice toward your goal; grit can be learned, regardless of IQ or circumstances; when it comes to child-rearing, neither a warm embrace nor high standards will work by themselves; how to trigger lifelong interest; the magic of the Hard Thing Rule; and so much more. Winningly personal, insightful, and even life-changing, Grit is a book about what goes through your head when you fall down, and how that—not talent or luck—makes all the difference. This is "a fascinating tour of the psychological research on success" (The Wall Street Journal).

Pivot to the Future
Social Entrepreneurship and Innovation
How Social Entrepreneurship Works
New Models of Sustainable Social Change
Enterprising Nonprofits
Managing the Creation of Social Value
Entrepreneurship in the Social Sector

Social entrepreneurship differs from traditional forms of entrepreneurship in that the primary goal of the social venture is to address social problems and needs that are as yet unmet. The driving force of such ventures is social value creation to provide a comprehensive, cutting edge resource for students, introducing them to the unique concerns and challenges that face social ventures through a comparison with the principles of traditional entrepreneurship. The book consists of 12 chapters covering all aspects of venture creation and management—from writing a business plan, to financing, people management, marketing, and social impact measurement. Social Entrepreneurship uses real-life examples and sources to expose students to developments in the field, encouraging them to think critically about the issues faced by social ventures across the globe, and experiential exercises and assignments are included to provide students with hands-on experience in creating and managing social ventures. Also containing review and application questions, illustrative cases, definitions of key terms, and a comprehensive companion website, Social Entrepreneurship is the essential guide to this rapidly emerging field. Visit the companion website at www.routledge.com/cw/bugre to find: For Instructors PowerPoint slides Multiple-choice questions For Students Extra illustrative cases Web links Links to video

This book provides what it promises to the reader, i.e. A financial guide for social entrepreneurs. It departs from the challenges that social entrepreneurs face to fund their ventures. We discuss three main challenges in this context: 1. Access to capital 2. Lack of business models; 3. Predominant focus on social impact. This book offers an overview of the different funding possibilities while presenting the main funding actors in Belgium as an illustration. Yet, we think that more is needed to survive in the social entrepreneurship. Therefore, we advise attention to a solid business model, supportive ecosystem, impact measurement and effective communication. The illustrative case studies and the presentation of ecosystem actors that can provide social entrepreneurs make this book a quite practical guide. All cases and ecosystem actors presented here come from the Belgian context, which is what we know best. We are confident that this Belgian view can inspire the international community to be useful to social entrepreneurs, impact investors, universities, vocational training centers, corporates supporting social entrepreneurs, social impact incubators and accelerators, policymakers or everyone who wants to help a social enterprise. We please enjoy reading, our societies need more social entrepreneurship! ABOUT THE AUTORS Nikolay Detchev, Associate Professor of Entrepreneurship and Corporate Social Responsibility at Vrije Universiteit Brussel, Belgium. He holds the Solvay Chair of Social Entrepreneurship at VUB, with founding partners Close the Gap, BNP Paribas Fortis and Euroclear. Nikolay is a member of the Investment Committee of Trividend, member of the Ethical Committee of Solfin, an executive board member of the International Association for Business and Society and the International New Business Model Conference Series, and board of directors member at VUB related incubator ICAB nv. He is the co-organizer of the Social Entrepreneurship Summit in Belgium. Entrepreneurship, Nikolay has been involved in the coordination of initiatives in support of student entrepreneurship for more than thirteen years at various universities (VUB, KU Leuven and UGent). Nikolay has also 7 years of professional experience in business and finance, and more specifically related to credits of commercial banking, corporate banking, leveraged finance and project finance. He is the co-founder of Equalis bvba, a social enterprise that sells 100% Alpaca scarves and hats, produced by social entrepreneurs from Bolivia. Philippe Eiselein a PhD Candidate and Research Assistant at the Department of Business at the Vrije Universiteit Brussel (VUB). He is preparing his doctoral dissertation on the Business Models and Scalability of Social Entrepreneurship. His ongoing research has been presented over several international conferences in Austria, Belgium, Bolivia, Bulgaria, Denmark, Hong Kong, the United States and the Netherlands. He has been actively supporting the VUB Chair of Social Entrepreneurship since its inception, contributing to several international projects and events, while coaching (social) entrepreneurs coaches and acting as the Chair's webmaster. His main teaching activities cover the areas of Entrepreneurship (Prof. Dr. N. Dentchev) and Social Entrepreneurship (Prof. Dr. E. Haezendonck). Since 2019, he is the coordinator of Belgium Impact. Initiated by His Majesty King Philippe of Belgiums, this platform promotes more than 250 cases of inspiring social entrepreneurs (so far), and is working to strengthen the social entrepreneurship ecosystem further. Kris Vander Velpen holds an MBA from Cornell University and a Business Engineer degree in Computer Data Processing as well as a Bachelor in Thomistic Philosophy from the KU Leuven. Kris is now an independent consultant, building and implementing tailor-made top-line growth practices within major profit and non-profit organisations (Picanol, Huntsman, J&J, RWE, Sabc, BLENDERS, Alternatief, Flanders Make,...). He was formerly regional development manager at the "Strategic Planning Team of the Kempen" as well as responsible for Fortis Venturing on a global scale and therefore board member of different profit and non-profit companies. Furthermore, he is Professor "Entrepreneurship and Innovation" at the Business School and a Visiting Professor at KU Leuven. Maxime Bouckaert studied business and applied economics at the Vrije Universiteit Brussel (VUB). Shortly afterwards, he launched a company called 'kolect'. This company helps organizations to create social impact through fundraising, crowdfunding and crowdsourcing. He has a team of fourteen people that currently support over 120 organizations to engage with their community in a better way. Maxime is very passionate about entrepreneurship and societal problems and hopes to help people to succeed in their endeavors with this book. Abel Diaz Gonzales a PhD Candidate and Research Assistant at the Department of Business at the Vrije Universiteit Brussel (VUB). For his doctoral dissertation, he conducted field research in Bolivia, Ecuador, Colombia, and Belgium. His research has been presented at different international conferences (among which are the Academy of Management, IABS, EMES and New Business Models). Abel has participated in various conferences and for journals, and as co-organizer of numerous events (e.g. the VUB Social Entrepreneurship Fair that has ca. 550 participants and the Social Entrepreneurship Summit with ca. 150 participants). Abel is a co-founder of the social enterprise incorporated in 2019 in Belgium, aimed at supporting vulnerable entrepreneurs from Latin America to commercialize their products in alternative markets. In fall 2020, Abel joined the Vesallius College in Brussels as an Adjunct Professor of Social Entrepreneurship.

Creating Good Work is a practical guide book, that recounts the stories of some of the most successful social entrepreneurial programs operating today, with real life examples of and how they overcame both physical and societal barriers to change in the world they encounter.

Pascal Dey and Chris Steyaert provide a timely critique on the idea of social entrepreneurship and its reputation as a means for positive social change. The book uses different traditions and modes of critique to interrogate, disrupt and re-imagine social entrepreneurship.

What Everyone Needs to Know
Introduction to Social Entrepreneurship
Concepts, Methodologies, Tools, and Applications
The Business of Good
How the Best Nonprofits Launch, Scale Up, and Make a Difference
Social Entrepreneurs in America
Strategic Tools for Social Entrepreneurs

Meet the social entrepreneurs who are using business to disrupt the status quo and rebuild their communities Our communities are facing the fallout from the demise of vital industry, bankrupt economies, bad policy or mismanagement, and political mismanagement. People are looking for answers, and the "same old" simply won't do. In the Business of Change is a practical and inspirational guide that showcases how social entrepreneurs from places such as New York, Chicago, Los Angeles, San Francisco, and Vancouver, who are weary of waste, injustice, and government inaction, are using business savvy to tackle challenges in their communities. Part storytelling, part lessons learned, coverage includes: Profiles of remarkable individuals and companies in such diverse sectors as employment, food, art, education, and social justice An overview of lessons learned and real impacts on the ground Tips for getting started, connecting to the local community, and scaling up. In the Business of Change is for everyone who wants to rebuild their communities and believes that business can be a powerful, positive force for change.

Muhammad Yunus, the practical visionary who pioneered microcredit and, with his Grameen Bank, won the 2006 Nobel Peace Prize, has developed a visionary new dimension for capitalism which he calls "social business." By harnessing the energy of profit-making to the objective of fulfilling human needs, social business creates self-supporting, viable commercial enterprises that generate economic growth even as they produce goods and services that make the world a better place. In this book, Yunus shows how social business has gone from being a theory to an inspiring practice, adopted by leading corporations, entrepreneurs, and social activists across Asia, South America, Europe and the US. He demonstrates how social business transforms lives; offers practical guidance for those who want to create social businesses of their own; explains how public and corporate policies must adapt to make room for the social business model; and shows why social business holds the potential to redeem the failed promise of free-market enterprise.

Understanding Social Entrepreneurship is the leading textbook that provides students with a comprehensive overview of the field. It brings the mindset, principles, strategies, tools and techniques of entrepreneurship into the social sector to present innovative solutions to today's vexing social issues. Kickul and Lyons cover all the key topics relevant to social entrepreneurship, including a detailed examination of each of the steps in the entrepreneurial process. This edition includes several new features: New international cases and examples - providing students with a broader understanding of social entrepreneurship globally Updated 'voices from the field' boxes - this popular feature shows how social entrepreneurship functions in the real world Four new chapters - covering the emerging topics of lean start-up, support ecosystems, social intrapreneurship, and social entrepreneurship and environmental sustainability Bringing together a rigorous theoretical foundation and a strong practical focus, it is the go-to resource for students of social entrepreneurship. A companion website includes an instructor's manual, PowerPoint slides, test bank, and other tools to provide additional support for students and instructors.

Make the business of society your business No one knows the business of social entrepreneurship better than Rupert Scofield. Cofounder and president of FINCA International—a nonprofit microfinancing institution with 7,000 employees serving 750,000 customers in 21 countries—Scofield has been a social entrepreneur for 40 years. In *The Social Entrepreneur's Handbook*, Scofield leads you through the entire process of starting up and running a nonprofit, sharing personal success stories and advice on what not to do—valuable lessons he learned the hard way. The process, while risky, isn't as difficult as you might think. Practically speaking, you need only two things: an idea and a plan. The former comes from you and you alone. This book supplies the latter. *The Social Entrepreneur's Handbook* illuminates the path to building a successful nonprofit from the ground up. You'll learn how to: Create a realistic plan for getting started in your chosen cause Assemble the perfect team for putting your plan into action—and keeping it rolling in the right direction Develop a business model specifically designed to run a nonprofit organization Keep yourself, your staff, and your cause in solid financial shape One of the many beauties of social entrepreneurship is that it's never too late to start. You can be right out of school or working in the highest ranks of corporate America. It doesn't matter. Social entrepreneurship begins with a noble cause, which turns into a passion, and soon becomes a mission worth dedicating your life to. *The Social Entrepreneur's Handbook* is the one and only resource you will need to attain your dream of working full-time in service to others—and making a real, measurable difference in the world.

Social Startup Success
The Power of Passion and Perseverance
Understanding Social Entrepreneurship
The New Kind of Capitalism That Serves Humanity's Most Pressing Needs
The Unicorn's Shadow
The Social Entrepreneur's Playbook, Expanded Edition
Business as if People Mattered

The Unfinished Social Entrepreneur is about powering up your social justice career. The world feels so screwed up, so unfair, so unnecessarily mean, so Trumpian. More than ever, the world needs you. This book is a book of conviction about the unfinished work of social justice. According to Lewis: "The crusty work of social entrepreneurship is as much fun as I'm permitted to have in public. It's joyous, fulfilling and happy-making. Tackling big challenges is heady stuff. Fighting the good fight is utterly gratifying." The Unfinished Social Entrepreneur is a compendium of 21 original essays and insights - part memoir, part handbook - about the challenges and questions every social entrepreneur thinks about. For the novice changemaker, each chapter bristles with provocative tips and tools to transform your social justice career. Because social entrepreneurship is not called solo entrepreneurship, the book also contains 19 additional commentaries by other change-makers. Social entrepreneurs are a club of conscience. Sign up. Show up. Stand up. All book profits donated to social justice causes.

This wide-ranging and authoritative dictionary contains 7,000 entries covering all areas of business and management, including marketing, organizational behaviour, business strategy, law, and taxation. Written by a team of experts, it features the very latest terminology, for example, the recent vocabulary associated with structured finance and the associated subprime lending crisis, including collateralized debt obligation and special purpose vehicle. The new edition of this established bestseller dispels modern financial and management jargon, defining entries in a clear, concise, and accessible manner. It contains US business terms, general management concepts (e.g. competence, knowledge management), named theories (e.g. Tannenbaum and Schmidt, Blake and Mouton) as well as expanded coverage of the contemporary theory of the firm and human resources. New terms are included from the fast-moving areas of current affairs (e.g. MiFID), Internet business and information technology and there is full coverage of the new Companies Act. With recommended web links for many entries, accessible and kept up to date via the Dictionary of Business and Management companion website, this edition is more informative than ever. This A-Z reference work is essential for business students, teachers and professionals, and useful for anyone needing a guide to business terminology.

In development circles, there is now widespread consensus that social entrepreneurs represent a far better mechanism to respond to needs than we have ever had before—a decentralized and emergent force that remains our best hope for solutions that can keep pace with our problems and create a more peaceful world. David Bornstein's previous book on social entrepreneurship, *How to Change the World*, was hailed by Nicholas Kristof in the *New York Times* as "a bible in the field" and published in more than twenty countries. Now, Bornstein shifts the focus from the profiles of successful social innovators in that book—and teams with Susan Davis, a founding board member of the Grameen Foundation—to offer the first general overview of social entrepreneurship. In a Q & A format allowing readers to go directly to the information they need, the authors map out social entrepreneurship in its broadest terms as well as in its particulars. Bornstein and Davis explain what social entrepreneurs are, how their organizations function, and what challenges they face. The book will give readers an understanding of what differentiates social entrepreneurship from standard business ventures and how it differs from traditional grant-based non-profit work. Unlike the typical top-down, model-based approach to solving problems employed by the World Bank and other large institutions, social entrepreneurs work through a process of iterative learning -- learning by doing--working with communities to find unique, local solutions to unique, local problems. Most importantly, the book shows readers exactly how they can get involved. Anyone inspired by Barack Obama's call to service and who wants to learn more about the essential features and enormous promise of this new method of social change, *Social Entrepreneurship: What Everyone Needs to Know?* is the ideal first place to look. *What Everyone Needs to Know?* is a registered trademark of Oxford University Press.

Social Entrepreneurship: Theory and Practice is about the creative ways in which social entrepreneurs solve pressing and insurmountable social problems. Theories of social change are presented to help demystify the 'magic' of making an immense, yet durable and irreversible, social impact. Utilizing case studies drawn from various fields and all over the world, the authors document how social entrepreneurs foster bottom-up change that empowers people and societies. They also review the specific personality traits of social entrepreneurs and introduce the new kind of leadership they represent. This book will be valuable to undergraduate, graduate and postgraduate students, while remaining accessible to non-academic readers thanks to its clear language, illustrative case studies and guidelines on how to become a successful social entrepreneur.

The Power of Unreasonable People
Social Entrepreneurship for the 21st Century: Innovation Across the Nonprofit, Private, and Public Sectors
Rippling
The Relentless Pursuit of Mission in an Ever Changing World
Guide
Pressure Test, Plan, Launch and Scale Your Social Enterprise
The Unfinished Social Entrepreneur

Bringing hard data to the way we think about entrepreneurial success, this bold call to action draws on the latest scientific evidence to dispel the most pervasive startup myths and light a path to entrepreneurship for those eclipsed by the hype. When you think of a successful entrepreneur, who comes to mind? Bill Gates? Mark Zuckerberg? Or maybe even Jesse Eisenberg, the man who played Zuckerberg in *The Social Network*? It may surprise you that most successful founders look very different from Zuckerberg or Gates. In fact, most startup origin

stories are very different from the famous "unicorns" that have achieved valuations of over \$1 billion, from Facebook to Google to Uber. In *The Unicorn's Shadow: Combating the Dangerous Myths that Hold Back Startups, Founders, and Investors*, Wharton School professor Ethan Mollick takes us to the forefront of an empirical revolution in entrepreneurship. New data and better research methods have overturned the conventional wisdom behind what a successful founder looks like, how they succeed, and how the startup ecosystem works. Among the issues he examines: Which founders are most likely to succeed? Where do the best startup ideas come from? What's the most foolproof way of securing the funding needed to take a company to the next level? Should your sales pitch really be something out of Hollywood? What's the best way to grow and scale your company and create a thriving culture that won't hinder expansion? Mollick argues that entrepreneurship is too important, both for society and for the individuals who start companies, to be eclipsed by the shadows of unicorns. He shows we can democratize entrepreneurship—but only by following an evidence-based approach that puts to rest the false narratives that surround it.

Businesses are looking for methods to incorporate social entrepreneurship in order to generate a positive return to society. Social enterprises have the ability to improve societies through altruistic work to create sustainable work environments for future entrepreneurs and their communities. *Social Entrepreneurship: Concepts, Methodologies, Tools, and Applications* is a useful scholarly resource that examines the broad topic of social entrepreneurship by looking at relevant theoretical frameworks and fundamental terms. It also addresses the challenges and solutions social entrepreneurs face as they address their corporate social responsibility in an effort to redefine the goals of today's enterprises and enhance the potential for growth and change in every community. Highlighting a range of topics such as the social economy, corporate social responsibility, and competitive advantage, this multi-volume book is ideally designed for business professionals, entrepreneurs, start-up companies, academics, and graduate-level students in the fields of economics, business administration, sociology, education, politics, and international relations.

An expert's inside look into the ways social entrepreneurship is changing the world Whether you're a policymaker, investor, or involved in a nonprofit, *Social Entrepreneurship for the 21st Century* gives you the knowledge you need to make the best possible decisions for the future. A former McKinsey consultant reveals how social entrepreneurship has filtered into the workings of government and private enterprise, where social sector values are now shaping "social impact" capitalism. Georgia Levenson Keohane is a Roosevelt Institute fellow, foundation executive, and former McKinsey consultant. She advises a range of poverty-fighting organizations, including philanthropies (Robin Hood Foundation), educational entities (New York City Charter School Center), community development organizations (Civic Builders), and think tanks (The Aspen Institute). She is an adjunct Professor at Columbia Business School.