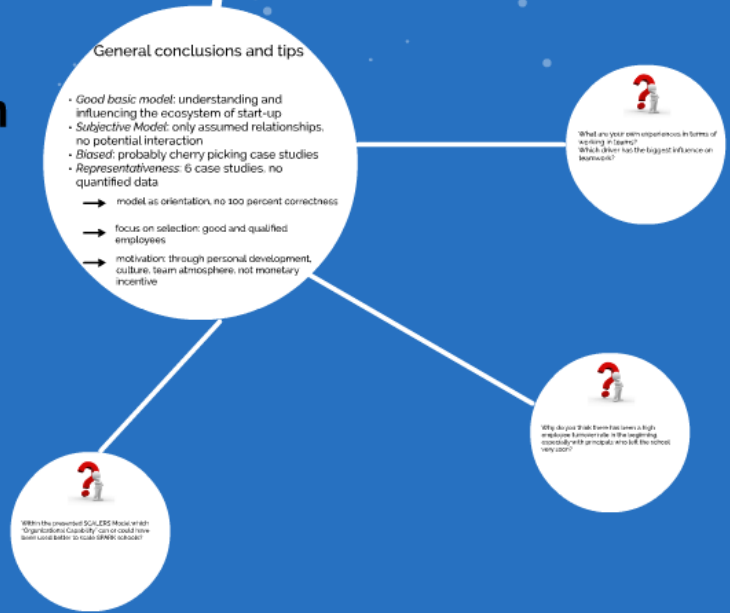
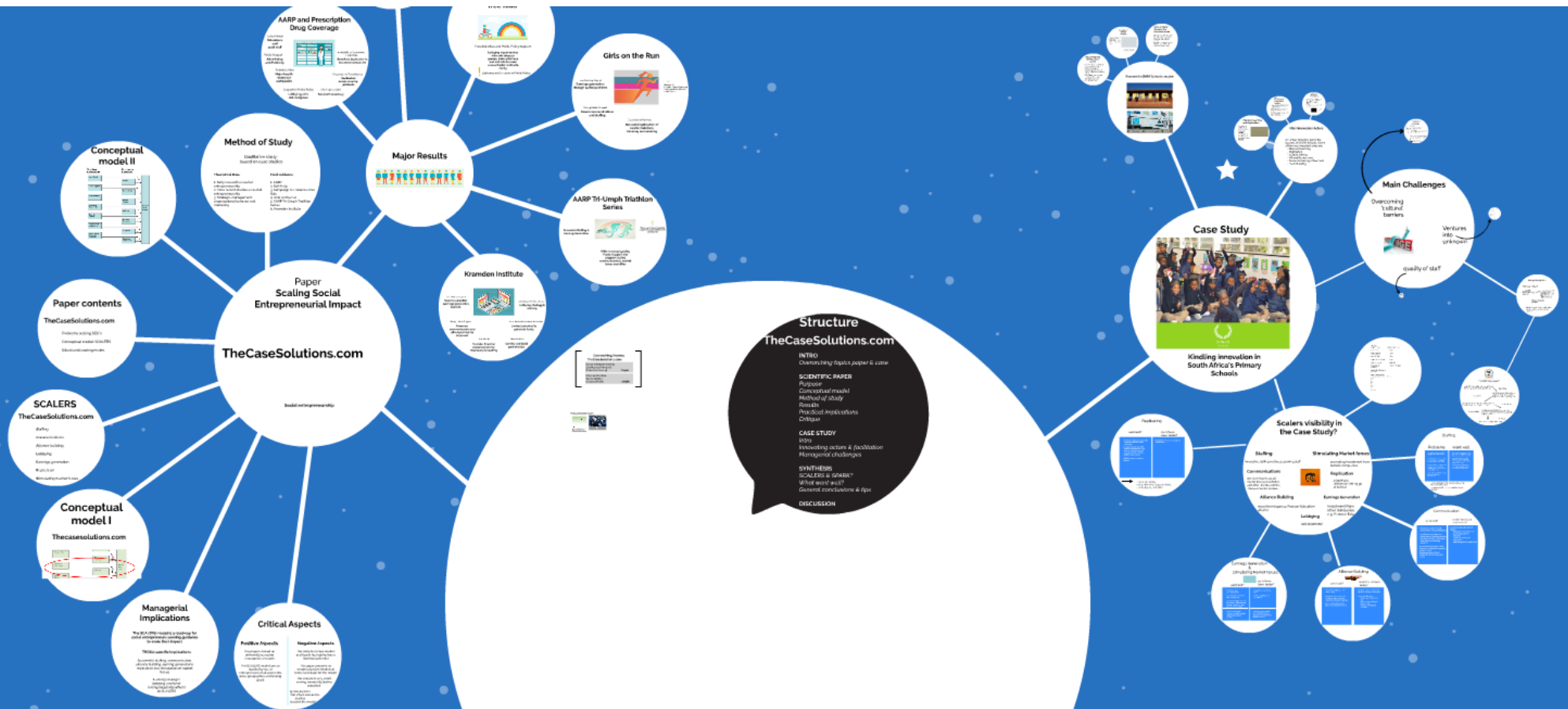




Mary Simmons (B)

TheCaseSolutions.com





Mary Simmons (B)

General conclusions and tips

- *Good basic model*: understanding and influencing the ecosystem of start-up
- *Subjective Model*: only assumed relationships, no potential interaction
- *Biased*: probably cherry picking case studies
- *Representativeness*: 6 case studies, no quantified data

→ model as orientation, no 100 percent correctness

What are your own experiences in terms of working in teams?
Which driver has the biggest influence on teamwork?

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Scaling Social Entrepreneurial Impact

Paul N. Bloom
Aaron K. Chatterji

Founded by Kevin McDonald in 1994 in Durham, North Carolina, the Triangle Residential Options for Substance Abusers (TROSA) is viewed by most observers as a very successful substance abuse recovery program. McDonald has nurtured a venture that guides recovering substance abusers through a two-year residential treatment program. The program supports itself financially, in large part, by having successful moving, lawn maintenance, Christmas tree, and other businesses that employ the TROSA residents. According to its management, they generated \$5 million from



Structure

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INTRO

Overarching topics paper & case

SCIENTIFIC PAPER

Purpose

Conceptual model

Method of study

Results

Practical implications

Critique

CASE STUDY

Intro

Innovating actors & facilitation

Managerial challenges

SYNTHESIS

SCALERS & SPARK?

What went well?

General conclusions & tips

DISCUSSION

Overarching themes

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Social entrepreneurship
Scaling social impact
Drivers for scaling

Paper

Internal *structure*
Teams SPARK
Scaling SPARK

SPARK

Paper
**Scaling Social
Entrepreneurial Impact**

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Social entrepreneurship

Paper contents

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Problems scaling SEO's

Conceptual model: SCALERS

Situational contingencies

SCALERS

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Staffing

Communications

Alliance building

Lobbying

Earnings generation

Replication

Stimulating market forces

Conceptual model I

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