Why Use a Pictorial Performance in a Seminar on Entrepreneurship?

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Hervé Colas has been Professor of Entrepreneurship at Reims Management School since 1996. Previously he ran his own financial consultancy company for 10 years. Florence Kutten is a sculptor and a painter. She works in Reims and has sold her works in France and internationally.

The seminar on entrepreneurial creativity starts off with Florence carrying out a performance in front of the students while Hervé comments what is happening. This seminar aims on one hand to develop the students’ awareness of entrepreneurship, but also has a pedagogical objective which is to mobilize knowledge that is scattered between different disciplines with a view to synthesizing it.

Florence’s performance (or the film we made of it) is very popular with the students because it shows live creation work for 20 minutes. This performance enables us to ‘defamiliarize’ entrepreneurship, poeticize it by comparing it to an artistic approach, and also and above all to invite art into a business school as a guest of honour. It naturally opens the borders of possibility to our students who are more innovative and creative in the developments they propose. The references to art in general and to painting in particular ‘operate’ in several ways:

On one hand, Florence’s performance enables students to understand the status of the business plan. Indeed this business plan is nothing but a representation of a future that needs to be implemented within limited time. Our students therefore realize much faster the need to rapidly lay down the structural elements of a particular economic model. The performance enables one to describe the need to layout and articulate large economic and financial ‘masses’ in relation to each other (fig1). From this structure, one must develop an activity (fig. 2) in the short time corresponding to the constraints our students are under to write and defend a business plan (two and a half weeks). On the other hand managerial work, as well as painting is considered as ‘thought that materializes into action’ (fig. 3). This action leaves its marks on a medium. This metaphor enables one to ask questions on the nature of the organizational medium which retains the stamp of entrepreneurial action (thus enabling one to really speak of a ‘management style’). On this account, we draw on the works of Paul Ricoeur for who, sensible action frees itself from its author, like a text (or here like a painting, but also like an organization that has been created). For Ricoeur (Ricoeur, 1986) as well as for Arendt (Arendt, 1958), history in itself constitutes the record of human action, thus becoming a quasi thing susceptible of recording the traces of human action.

Thus, the organizational medium is a ‘texture’, the sum of individual traces within the fabric of human relations, whose destiny frees itself from the control of individual actors. Pictorial action (like managerial action), by sedimenting in social time, then becomes an ‘institution’ in the sense that the meaning of the action no longer coincides with the intentions of the agents.

When the students watch the work of art gradually acquiring its autonomy, they can then better understand that an organization which ‘works well’ is an organization, which can do without its creator, and which like a work of art needs to acquire its autonomy.
Finally, the efficiency of the business plan and in particular its ability to raise funds needs to be thought out. Laying out the metaphor of the painting, enables one as a complement to Florence’s performance, to perform exploration work into managerial stereotypes, describing them as being of the same social nature as canons of beauty or the manners of painting of a given period (academism). When art becomes too institutional, it can become the exploration of what everybody subscribes to as being a manner of conceiving beauty. For this reason, some artists need to comply with this artistic ‘doxa’, transforming art into a matter of rhetoric, exploring the ‘goes without saying’ of a society.

In the same way, a business plan like a text, mobilizes a rhetoric destined for a specific public. For this reason it is thus often a concentration of managerial stereotypes: ratios that relate to indebtedness, labour costs,... The historical relativity of beauty canons (human figure proportions considered as perfect throughout history) and the fact they are deeply embedded in society is explored with the students. It is pointed out that similar processes prevail with some ‘provincial bankers’ and that in order to be efficient (i.e. raise the necessary funds) a business plan often needs to comply with accepted arguments (Aristotle’s commonplace arguments) and certain social rites of presentation.

REFERENCES


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