



MATT ALLEN

BABSON COLLEGE

Academic Director for the Global STEP Project,
Associate Professor Entrepreneurship Division



ELEPHANT PUMPS, PUMP AID'S SOLUTION TO A SOCIAL PROBLEM

Is it possible to use entrepreneurial business models to solve social problems? That's the assumption behind social entrepreneurship. Many of the social issues found around the world today can be at least partially addressed through leveraging what we already know about founding and running effective organizations. In essence, business organizations (for profit and not for profit) can be created in order to address social issues. Business leaders are uniquely qualified to take advantage of these opportunities because they understand how organizations work and can use this knowledge to make sure that these organizations are able to effectively and efficiently address their chosen social agenda. Through the case and in-class discussion we will work to understand; What is a social venture? What are the key success factors for these ventures? And most importantly, what does this knowledge about social ventures mean to you as executives?

Matt R. Allen is an Associate Professor in the Entrepreneurship Division and Research Director for the STEP Project at Babson College. His expertise is in the effective management of human capital within entrepreneurial environments, especially family enterprises. His research interests focus on the performance implications of leadership and effective management in entrepreneurial organizations. His research has appeared in publications such as; Personnel Psychology, Entrepreneurship Theory & Practice and Strategic Organization. In addition to working with his father (Ray H. Allen & Associates) as an accountant and consultant to family businesses and other privately held organizations, he has held positions in corporate finance at IBM and Hewlett Packard. He teaches entrepreneurship and family entrepreneurship courses at the undergraduate and graduate level. In addition, Professor Allen has been involved in executive education programs across the world with a special interest in Latin America. In addition to programs in the U.S., he has worked with executive students from Argentina, Chile, Colombia, Germany, Korea, Mexico, Peru, and Uruguay. He earned his B.A. from the University of Utah, his MBA from the University of Notre Dame and his Ph.D. from Cornell University.