



Instructor: Tommaso Gazzarri
 Email: gazzarrt@union.edu
 Class meets: T.Th. 9:00-10:45 AM
 Location: HUMN 019
 Office: HUMN 018/A
 Office hour: M 1:30-2:30 and by appointment
 Mailbox: HUMN, Dept. of Classics (2nd floor)

Description of the course

Entrepreneurship, as a category of human behavior, involves a continuous negotiation of initiative and risk. Successful entrepreneurs are individuals able to attain a favorable balance between such factors. The cultural background and socio-historical environment in which these negotiations take place do much to determine whether 'entrepreneurs' arise in any given place, whether they are valued, and whether they succeed (with 'success' a notion that different cultures define differently). This course aims at investigating these dynamics in the Ancient Near Eastern and Graeco-Roman worlds, within a time-frame spanning from the late bronze age to the fall of the Roman empire. By relying both on literary and material sources we will try to define the ancient anthropological features of the entrepreneurial spirit and we will discuss some study-cases of well-established entrepreneurial activities of the ancient world.

The topics analyzed will include:

- Ancient attitude towards work and trade
- The role of slavery in ancient markets
- Banking system
- Technical innovation and financial profit
- Private initiative vs. political regimentation.

Reading quizzes, a midterm and a final exam will assess the student's progress throughout the course.

Course schedule

Lecture 1 - 01/04/11


Lecture 2 - 01/06/11



HISTORICAL COORDINATES

Introduction - Greek history in pills

Roman history in pills

[QUIZ # 1](#)

Lecture 3 - 01/11/11	<u>ANTHROPOLOGICAL BACKGROUND</u> Self-determination: <i>oikos</i> and <i>polis</i>
Lecture 4 - 01/13/11	Self-determination: Odysseus a new kind of man ENTREPRENEURIAL BRIEF I
Lecture 5 - 01/18/11	Cultural value of work in ancient Greece (I)
Lecture 6 - 01/20/11	Cultural value of work in ancient Greece (II) QUIZ # 2
Lecture 7 - 01/25/11	<u>ENTREPRISE IN THE GREEK WORLD</u> Agriculture
Lecture 8 - 09/27/11	Craft industries, business venture and trading
Lecture 9 - 02/01/11	Greek evergetism ENTREPRENEURIAL BRIEF II
Lecture 10 - 02/03/11	<u>STUDY CASE I</u> War as Entrepreneurship: Alexander 
Lecture 11 - 02/08/11	MIDTERM EXAM
Lecture 12 - 02/10/11	<u>ENTREPRISE IN THE ROMAN WORLD</u> Real estate and house pricing
Lecture 13 - 02/15/11	<i>Panem et circenses</i> : spectacles and political corruption
Lecture 14 - 02/17/11	Travel and trade QUIZ # 3
Lecture 15 - 02/22/11	Economy and industry ENTREPRENEURIAL BRIEF III

Lecture 16 - 02/24/11	<p><u>STUDY CASE II</u> War as Entrepreneurship: Caesar</p> 
Lecture 17 - 03/01/11	<p>Luxury product and the ultimate commodity: Time</p>
Lecture 18 - 03/03/11	<p><i>Imperium</i> and war QUIZ # 4</p>
Lecture 19 - 03/08/11	<p>Slavery</p>
Lecture 20 - 03/10/11	<p><u>STUDY CASE III</u> Politics as Entrepreneurship: Caesar Augustus</p> 

Required texts (available from the bookstore)

- Plutarch, *Greek Lives*, ed. P. A. Stadter, trans. R. Waterfield, (Oxford) 2009, ISBN 978-0199540051.
- Plutarch, *Roman Lives*, ed. P. A. Stadter, trans. R. Waterfield, (Oxford) 2009, 978-0199537389.
- Homer, *The Iliad*, ed. B. Knox, trans. R. Fagles, (Penguin Classics) 1998, ISBN 978-0140275360.
- Homer, *The Odyssey*, ed. B. Knox, trans. R. Fagles, (Penguin Classics) 1999, ISBN 978-0140268867.
- Xenophon, *Xenophon: Memorabilia. Oeconomicus. Symposium. Apologia.* trans. E. C. Marchant and O. J. Todd, (Loeb) 1923, ISBN 978-0674991866.

Suggested texts and Items (available from the bookstore)

- M. I. Finley, *The Ancient Economy (Sather Classical Lectures)*, (University of California Press) 1999, ISBN 978-0520219465.
- Morley, *Trade in Classical Antiquity*, (Cambridge University Press) 2007, ISBN 978-0521634168.
- Ancient Greece Timeline, ISBN 192886032X
- Roman Republic Timeline, ISBN 1928860079
- Roman Empire Timeline, ISBN 1928860028

**Course requirements****Attendance**

Regular participation and prompt attendance are required. If a student misses more than two classes without an excuse or is consistently unprepared for class, his/her grade will be significantly affected.

Quizzes **CANNOT** be made up. Make-up exams will only be given if a medical or family emergency arises, and the Dean of Students office notifies me.

Grades

Final grades will be weighted as follows:

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|--------------------------------|-----|
| • Attendance and participation | 10% |
| • Quizzes | 25% |
| • Midterm exam | 30% |
| • Final exam | 35% |

Grading Scale

	A 93–100	A- 90–93
B+ 87–89	B 84–86	B- 80–83
C+ 77–79	C 73–76	C- 70–73
D+ 67–69	D 63–66	D- 60–63

Exam dates

- Mid-term exam: Lecture 17 (02/08/11)
- Final Exam: TBD

Plagiarism

Academic dishonesty of any kind is not tolerated at Union College. The penalties for plagiarism and other forms of academic fraud are severe. The College expects you to resist the temptations and pressures that may lead you to consider plagiarism or other forms of cheating. If you are not certain about what constitutes plagiarism, ask your instructors. But the responsibility of avoiding plagiarism is ultimately yours, and yours alone.

ADA Requirements

Students with disabilities needing academic accommodations must:

1. Register with and provide documentation to the Dean of Students Office.
2. Bring me a letter (within the first two weeks) from the Dean of Student Office indicating the needed academic accommodations.

For more information contact:

Shelly Shinebarger, Director of Student Support Services
Reamer Campus Center 303
shinebas@union.edu