

U3A

Dunedin Charitable Trust

A LEARNING OPTION FOR THE RETIRED

in association with



Series 3 2010

RAIDERS AND TRADERS: THE HISTORY OF ADVENTURING

Dates: Thursday, 16 September – Thursday, 21 October 2010

Time: 2.15 pm – 4.15 pm

Venue: Leith Bowling Club, Duke Street, North Dunedin

Enrolments for this course will be limited to 100

Course Fee: \$30.00

Tea and Coffee provided

Course Organiser: Sue Harvey (471 0546)

Course Assistant: John Burton (477 7371)

.....
You may apply to enrol in more than one course in each series (subject to numbers). If you wish to do so, you must indicate your choice preference on the application form, and include payment of the appropriate fee(s).

All applications must be received by noon on Wednesday, 11 August 2010, and you may expect to receive a response to your application on or about 20 August.

Any questions about these courses after 20 August should be made to the Secretary, U3A Dunedin, telephone 471 9913 or on email at <graysinn@clear.net.nz>

Please keep this brochure as a reminder of venue, dates, and times for the courses for which you apply.

RAIDERS AND TRADERS: THE HISTORY OF ADVENTURING

The modern economy is built on corporate firms, small firms, and adventurers with new ideas. These last are the "wave of creative destruction", which relentlessly tests the corporate managers through new venturing. They are about as popular as the Norsemen were when they turned up at Lindisfarne.

These six sessions look at it from the adventurers' side: Who are we? What is our history? What do we do and how do we do it? Are we always the winners?

This course, presented by Richard Higham, who currently teaches on the MBA and Masters in Entrepreneurship courses at the University of Otago, is similar to that presented in 2007.

The Programme

16 September Who is the adventurer? What have we got?

Richard Cantillon, banker and share trader; Expediency and Moral Philosophy; Professor Smith visits Paris; Tinker Trader Grocer Monger: Undertaker and Speculator. Quiz: are you an adventurer?

23 September Adventurers by sea: the raiders who come and go.

The sea people - scourge of the pharaohs; Evans at Knossos - how two entrepreneurs translated linear b; Hesiod's advice to distant traders "go only when the sea is flat"; The periplous - A Greek merchant advises on trading to India; The hordes raid the empire - Goths and Visigoths. The dreaded sea raiders: Norsemen who come to steal and stay to deal

30 September Adventurers by design: pioneers and creative waves.

Academics look at Raiding and Trading; Pioneer adventurers with "intuition, foresight and leadership"; Adventurers of huge enterprise - the corporate giants; How creative waves of destruction surge through the economy.

7 October Adventurers as first movers: advantage or calamity?

Who built the cathedrals? Who found Bermuda? Who built the first steam engines? Who was there at the signing of the treaty? Who redefined bird migration? Who was first (and last) to make a long lasting soap?

14 October Elephants, gazelles and mice: adventuring today.

David Birch shows that it is adventurers create the new jobs; The adventurer's challenge - "S" curves and death valleys; The adventurer's rocky road in new business.

21 October Adventuring from the edge: Dunedin's challenge.

Risk, Reward, Resources and Regions --
Dunedin's dilemma. Living on the fault line -- handling rapid growth (or decline).
Innovation centres and incubators - how we now support the pioneers.