



Strategic Interest 03 – Entrepreneurship (ENT)

<http://www.euram-online.org/annual-conference-2018.html>.

Dear EURAM members and friends,

With our theme **Research in Action**, we invite you to participate in debate about how we can use and develop our knowledge better so that solving problems and dealing with issues can become more effective. We look forward to receiving your submissions.

ST03_04 Entrepreneurial decision making and behaviour

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Sub-track proponents:

Sub-track 1: *Entrepreneurial Emotions, Passion and Trust*

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Sub-track 2: *Entrepreneurial Cognition*

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Sub-track 3: *Ambitious Entrepreneurship*

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Sub-track 4: *Entrepreneurship, Negotiation and Conflict Management*

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Short Description

There is a general agreement that the creation, success, longevity, and survival of SMEs are deeply linked to the effectiveness of decision-making processes. Entrepreneurial decisions are affected both internally, at the individual level of the entrepreneur's cognition, emotions, and ambition, as well as externally, due to the continuous negotiation with different stakeholders. The impact of these decisions' characteristics and their relation to those of other actors is a fundamental topic to be investigated by entrepreneurship scholars. For this reason, the track welcomes novel research approaches that are conceptual or empirical.

Long Description

Entrepreneurs, compared to non-entrepreneurs, face conditions of high uncertainty, ambiguity and time pressure and are more under emotional intensity and high risk when making decisions. Similar conditions apply when entrepreneurs negotiate with their internal and external stakeholders.

There is a broad agreement that decision-making is affected by cognitive aspects, rationality and intuition (Sadler-Smith, 2004), as well as by emotions and passion (Cardon, 2012). Moreover, as a successful answer to today's business environment, it is also important to understand how entrepreneurs deal with and negotiate the relationships with other stakeholders (Ribeiro-Soriano and Urbano, 2009).

A growing body of literature also emphasizes that some entrepreneurs have higher ambitions than others, i.e., they identify and exploit opportunities to create new products, services, processes, or organizations with higher entrepreneurial intensity. The interest in this type of entrepreneurship is related to the observation that entrepreneurial value generation *beyond* mere self-sufficiency is critical for a society's economic growth and progress. Empirical studies have shown that growth intentions are important predictors of subsequent firm growth (e.g., Davidsson et al., 2006) and that ambitious entrepreneurship contributes more strongly to macro-economic growth than entrepreneurial activity in general (Stam et al., 2011).

The track welcomes multidisciplinary investigations that are theoretical, conceptual, qualitative or quantitative. The track is composed of four sub-topics (please clearly indicate the chosen sub-track directly in the manuscript under the title); we propose (but do not limit) particular subjects for each:

Subtrack 1: Entrepreneurial Emotions, Passion and Trust:

- What are the impacts of emotional aspects and passion on the success of the enterprise?
- What is the role of emotions, trust and fairness in entrepreneurial decision-making?
- How is passion experienced, displayed, and perceived?
- The dynamic aspects of passion, emotions and behaviours.
- Studies about entrepreneurial failures, learning/sense-making processes, and the negative consequences or drivers of passion.

Subtrack 2: Entrepreneurial Cognition:

- What are the underlying cognitive mechanisms of entrepreneurial decisions?
- What are the impacts and effectiveness of entrepreneurial decision-making?
- Understanding the duality of cognitive mechanisms (rationality and intuition).
- How do entrepreneurial cognitive aspects influence (and how are they influenced by) the industry or environmental context in which the firm is embedded?
- The entrepreneur as a quasi-rational decision-maker (Dhami & Thomson, 2012).

Subtrack 3: Ambitious Entrepreneurship:

- Comprehensive, complex and truly interdisciplinary models to understand ‘ambitious entrepreneurship,’ using novel conceptual and empirical approaches (e.g., papers relying on the latest developments of other disciplines, such as psychology and sociology). We specifically welcome papers focusing on the firm and individual level, rather than the country level.
- Relations of ambitious entrepreneurship with other domains of society (government, NGOs, the non-profit sector).
- Studies of ambitious entrepreneurship across different cultural and institutional contexts.

Subtrack 4: Entrepreneurship, Negotiation and Conflict Management:

- What are the links between entrepreneurship and negotiation?
- What is the role of negotiation and conflict management in fostering creativity and innovation?
- Conflict management and negotiation styles in SMEs, family businesses, and start-ups.
- The role of technology in decision making and negotiation support systems.
- How is intergenerational succession negotiated, and how are intergenerational conflicts managed?

Publishing Outlets:

Contributors to the EURAM conference are specifically invited to participate in the following publication opportunities:

- Edited Book “The anatomy of entrepreneurial decisions and negotiations” to be published by Springer - **deadline for chapter proposals April 15, 2018** (Editors Andrea Caputo and Massimiliano M. Pellegrini)
- Special Issue “Negotiation and Conflict Management in Entrepreneurial Ventures and Small Medium Enterprises (SMEs)” for the journal *Negotiation and Conflict Management Research* - **submission deadline May 15, 2018** (Editor Andrea Caputo)
- Special Issue “Entrepreneurial Decision Making and Behaviour” for the *Journal of Small Business & Entrepreneurship* - **submission deadline July 15, 2018** (Editors Andrea Caputo, Massimiliano M. Pellegrini, Sara Sasseti and Alessandra Tognazzo)
- Special issue “Micro-foundations of Small Business Internationalization,” to be published in *Cross Cultural & Strategic Management* – **submission deadline September 1, 2018** (Guest editors Arjen van Witteloostuijn, Johanna Vanderstraeten, Ellen Loots, and Anaïs Hamelin)

Further information can be found at <https://goo.gl/ouaZnC>. The responsible editors will be present at the conference and will be available to discuss paper submissions and improvements. Contributors to the track are welcome to submit their revised manuscripts from the conference, indicating in the cover letter, how they addressed the reviews and comments received by EURAM.

For more information:

Contact the proponents above mentioned.

Submission Deadline: 10 January 2018 (2 pm Belgian time)

Authors Guidelines and Submission Deadline:

As an author, it is crucial to follow the guidelines and formatting instructions to prepare and submit your paper in order to have it published in proceedings.

If you are willing to submit to a sub-track, please clearly indicate the specific sub-track directly in the manuscript under the title.

ONE PRESENTING AUTHOR PER PAPER SUBMISSION

Each individual is limited to one personal appearance on the programme as a presenting author. This policy precludes acceptance of papers for more than one presentation. In other words, **an author can submit and present only one paper**. However, a presenter can always be a non-presenting co-author on additional papers.

Please read the instructions carefully prior to submitting:

1. Each paper can only be submitted to ONE track.

2. Submitted papers must NOT have been previously published and if under review, must NOT appear in print before EURAM 2018 Conference.
3. To facilitate the blind review process, remove ALL authors identifying information, including acknowledgements from the text, and document/file properties. (Any submissions with author information will be automatically DELETED; author information and acknowledgements are to be included in a SEPARATE document).
4. The entire paper (title page, abstract, main text, figures, tables, references, etc.) must be in ONE document created in PDF format.
5. The maximum length of the paper is 40 pages (including ALL tables, appendices and references). The paper format should follow the [European Management Review Style Guide](#).
6. Use Times New Roman 12-pitch font, double spaced, and 1-inch (2.5 cm) margin all around.
7. Number all of the pages of the paper.
8. No changes in the paper title, abstract, authorship, track and actual paper can occur AFTER the submission deadline.
9. Check that the PDF File of your paper prints correctly and ensure that the file is virus-free. Submissions will be done on-line on the EURAM 2018 website (open as of 1 December 2017: see <http://www.euram-online.org/annual-conference-2018.html>.)
10. Only submissions in English shall be accepted for review.
11. In case of acceptance, the author or one of the co-authors should be available to present the paper at the conference. A presenting author can only present one paper at the conference.

PLEASE, INDICATE THE SPECIFIC SUB-TRACK IN THE MANUSCRIPT UNDER THE TITLE.