



SIG 03 - ENT - Entrepreneurship

We invite you to submit your research to explore the theme of

Reshaping capitalism for a sustainable world for the EURAM 21th Conference.

We look forward to receiving your submissions.

ST03_03 - Entrepreneurial Decision Making and Behaviour

Proponents:

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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, values, intentions and emotions, 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. Their values often orient their visions and critically impact on their ability to recognize opportunities. There is a broad agreement that decision-making is affected by cognitive aspects (Mitchell, Mitchell & Randolph-Seng, 2014), rationality-intuition, biases (Caputo, 2013), values-beliefs and perspicacity (Fayolle, Liñán & Moriano, 2014; Pellegrini & Ciappei, 2015), intentions (Tognazzo, Gubitta & Gianecchini, 2016) as well as by emotions and passion (Cardon et al., 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. The track welcomes multidisciplinary investigations that are theoretical, experimental, qualitative or quantitative. The track is composed of four sub-topics (please clearly indicate the chosen subtrack in the manuscript under the title); we propose (but do not limit) particular topics for each: Subtrack 1: Entrepreneurial Emotions, Passion and Trust How do emotional aspects and passion impact on the success/failure of firms? 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 behaviors. Sense-making processes. Subtrack 2: Entrepreneurial Cognition What are the underlying cognitive mechanisms of entrepreneurial decisions and effectiveness? The duality of cognitive mechanisms (rationality and intuition). How do entrepreneurial cognitive aspects influence (or are



influenced by) the environmental context? How do entrepreneurial competencies impact on firm outcomes and processes? Subtrack 3: 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? How do cognitive biases impact on negotiation and conflict management? 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? Subtrack 4: Values, Beliefs, Motivations and Intentions in Entrepreneurship Which and how do personal value priorities influence firm decision-making and outcomes? What are the reasons for starting a firm in different contexts? How does spirituality or perspicacity impact on the way decision makers' behaviors? What is the impact of the diversity or alignment of values in group decision-making? New perspectives on entrepreneurial intentions models.

Keywords:

Entrepreneurial emotions
Entrepreneurial passion
Entrepreneurial Cognition
Negotiation
Entrepreneurial Values
Entrepreneurial Intentions

UN Sustainable Development Goals (SDG):

Goal 8: Decent work and economic growth, Goal 9: Industry, Innovation, and Infrastructure.

Publication Outlet:

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Journal of Small Business & Entrepreneurship
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