

PUBLICATIONS

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A. PEER-REVIEWED ARTICLES

Schreiber, R., Grichnik, D., Shepherd, D. A., Wincent, J., Tobler, P. N., & Gvozdanic, G. (2026). Unraveling the Role of Neurotransmitters in Stress Buffering: A Comparative Study of Individuals with Strong and Weak Entrepreneurial Intentions. *Journal of Business Venturing Insights (JBVI)*, 25, e00617.

Hess, M., Reuther, J., Grichnik, D. & Wincent, J. (2025): Corporate Venture Capital and Strategic Search: Performance Spillovers in Parent Companies from Sticking to the Core Business. In: *Journal of Business Research (JOBRE)*. doi.org/10.1016/j.jbusres.2025.115628.

Hudecheck, M., Sirén, C. & Grichnik D. (2025 accepted): From Headlines to Valuations: How Media Sentiment Shapes Venture Capital Funding for Entrepreneurial Ventures. In: *Journal of Business Venturing (JBV)*.

Kaufmann, C., Hess, M., Wincent, J., & Grichnik, D. (2025): Women Entering the Boardroom: Misaligned Expectations, Stereotype Threat and Change. In: *Best Paper Proceedings of the 85th annual meeting of the Academy of Management (AOM)*.

Wesemann, H., Sirén, C., He, V., Grichnik, D., Wincent, J. (2025). The Two Faces of Hierarchy: CEO Power and TMT Learning Diversity in Technology Venture Innovation. In: *Small Business Economics*.

Schreiber, R., Hess, M., Grichnik, D., Shepherd, D., Tobler, P., & Wincent, J. (2024). An attractiveness bias? How women entrepreneurs' physical appearance affects men investors. In: *Journal of Management*. doi.org/10.1177/01492063241249699.

Hodgkinson, G. P., Burkhard, B., Foss, N. J., Grichnik, D., Sarala, R. M., Tang, Y., van Essen, M. (2023): The Heuristics and Biases of Top Managers: Past, Present, and Future. In: *Journal of Management Studies (JMS)*, 60(5): doi:10.1111/joms.12937.

Burkhard, B., Sirén, C., van Essen, M., Grichnik, D., Shepherd, D. (2022): Nothing ventured, nothing gained: A meta-analysis of CEO overconfidence, strategic risk taking, and performance. In: *Journal of Management (JOM)*, doi: 10.1177/01492063221110203.

Christen, T., Hess, M., Grichnik, D., Wincent, J. (2022): Value-based pricing in digital platforms: A machine learning approach to signaling beyond core product attributes in cross-platform settings. In: *Journal of Business Research (JOBRE)*, JOBRE-D-21-03876R3.

Blohm, I., Antretter, T., Sirén, C., Wincent, J., & Grichnik, D. (2022): It's a Peoples Game, Isn't It?! A Comparison between the Investment Returns of Business Angels and Machine Learning Algorithms. In: *Entrepreneurship: Theory and Practice (ETP)*. doi: 10.1177/1042258720945206.

Hudecheck, M., Siren, C., Grichnik, D., & George, G. (2021): *Adversity and Venture Performance: Is Adverse Media Coverage Really That Bad for Entrepreneurial Ventures?* In: Frontiers of Entrepreneurship Research (FER), BCERC Conference. Best Paper Proceedings.

Antretter, T., Blohm, I., Sirén, C., Grichnik, D., Malmstrom, M., & Wincent, J. (2020): Do Algorithms Make Better – and Fairer – Investments Than Angel Investors? In: Harvard Business Review (HBR).

Antretter, T., Sirén, C., Grichnik, D., & Wincent, J. (2020): Should business angels diversify their investment portfolios to achieve higher performance? The role of knowledge access through co-investment networks. In: Journal of Business Venturing (JBV), 35(5). doi: 10.1016/j.jbusvent.2020.106043.

Hudecheck, M., Sirén, C., Grichnik, D., & Wincent, J. (2020): COVID-19 at Night: What Leaders Can Learn from Near Real Time Disaster Monitoring Data. In: MIT Sloan Management Review.

Hudecheck, M., Sirén, C., Grichnik, D., & Wincent, J. (2020). How companies can respond to the Coronavirus. In: MIT Sloan Management Review.

Sirén, C., Fang HE, V., Wesemann, C. H., Jonassen, Z., Grichnik, D., & von Krogh, G. (2020): Leader Emergence in Nascent Venture Teams: The Critical Roles of Individual Emotion Regulation and Team Emotions. In: Journal of Management Studies (JMS), 57(5): 931-961. doi:10.1111/joms.12563.

Antretter, T., Blohm, I., Grichnik, D., & Wincent, J. (2019): Predicting new venture survival: A Twitter-based machine learning approach to measuring online legitimacy. In: Journal of Business Venturing Insights (JBVI), 11. doi: 10.1016/j.jbvi.2018.e00109.

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Brinckmann, J., Dew, N., Read, S., Mayer-Haug, K., & Grichnik, D. (2019): Of those who plan: A meta-analysis of the relationship between human capital and business planning. In: Long Range Planning (LRP), 52(2): 173-188. doi: 10.1016/j.lrp.2018.01.003.

Hess, M., Sirén, C., Wincent, J., & Grichnik, D. (2019): Venture Capital and the Effects of Gender Diversity in New Venture Board Interlocks. In: Best Paper Proceedings of the 79th annual meeting of the Academy of Management (AOM). doi: 10.5465/AMBPP.2019.234.

Palmié, M., Huerzeler, P., Grichnik, D., Keupp, M. M., & Gassmann, O. (2019): Some principles are more equal than others: Promotion-versus prevention-focused effectuation principles and their disparate relationships with entrepreneurial orientation. In: Strategic Entrepreneurship Journal (SEJ), 13(1): 93-117. doi: 10.1002/sej.1305.

Burkhard, B., Sirén, C., van Essen, M., & Grichnik, D. (2018): CEO overconfidence and firm outcomes. In: Best Paper Proceedings of the 78th annual meeting of the Academy of Management (AOM).

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- Grichnik, D. & Schwens, C. (2015): Editorial Entrepreneurship, Technology, and Innovation – Overcoming Research Silos. In: *Die Betriebswirtschaft/Business Administration Review (DBW/BARev)*, 75(4): 205-207.
- Koropp, C., Kellermanns, F., Grichnik, D., & Stanley, L. (2014): Financial Decision Making in Family Firms: An Adaptation of the Theory of Planned Behavior. In: *Family Business Review (FBR)*, 27(4): 307-327. doi: 10.1177/089448651/4522483.
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- Grichnik, D. & Singh, L. (2011): Resource Bootstrapping of Nascent Entrepreneurs: Conscious Entrepreneurial Decision or Forced Reaction? In: *Frontiers of Entrepreneurship Research 2010 (FER)*, 500–514.
- Grichnik, D. & Witt, P. (2011): Editorial, In: *Zeitschrift für Betriebswirtschaft/Journal of Business Economics (ZfB/JBE)*, Special Issue on Entrepreneurial Marketing, 6: 1–3.
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- Börner, C.J., Grichnik, D. & Reize, F. (2010): Finanzierungsentscheidungen mittelständischer Unternehmer — Einflussfaktoren der Fremdfinanzierung deutscher KMU. In: *Zeitschrift für betriebswirtschaftliche Forschung (zfbf)*, 62(3): 227–250.
- Brinckmann, J., Grichnik, D. & Kapsa, D. (2010): Should entrepreneurs plan or just storm the castle? A meta-analysis on contextual factors impacting the business planning-performance relationship in small firms. In: *Journal of Business Venturing (JBV)*, 25(1): 24–40. doi: 10.1016/j.jbusvent.2008.10.007.
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Grichnik, D. (2002): Interessenvertretung in der Bankwirtschaft. Eine institutionenökonomische Netzwerkanalyse. In: *Zeitschrift für Betriebswirtschaft/Journal of Business Economics (ZfB/JBE)*, 72(4): 337–358.

B. ARTICLES WITH EDITORIAL REVIEW

Grichnik, D., Müller-Chen, M., Nordt, S. M., Koch, J., Boss, N. M. (2023), *Start-up-Nation Schweiz: Wie lange noch bei Food- und Medtech*. Die Volkswirtschaft, Bern, online 31.08.2023.

Mattmann, M., Trinkner, U., Grichnik, D., Greger, M. (2022), *Ein öffentlicher Innovationsfonds für die Schweiz*. Die Volkswirtschaft, Bern, online 23.06.2022.

Gross, U., Fantetti, M., Grichnik, D. (2013): Gründertypologie: Person statt Produkt. In: *Harvard Business Manager*, 7: 46–47.

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Faschingbauer, M. & Grichnik, D. (2011): Effectuation: Das Unternehmerische im Unternehmen wecken. In: *Zeitschrift Führung + Organisation (zfo)*, 80 (5): 337–344.

Grichnik, D. (2009): Policy Issues in Financing Entrepreneurship. In: *OECD Report Strengthening Entrepreneurship and Economic Development in East Germany: Lessons from Local Approaches*, 109–132.

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Welppe, I. M., Spörrle, M., Grichnik, D., & Audretsch, D. B. (2008). Cognitions and affect in decision-making [Abstract]. In: M. Reimann & O. Schilke (Eds.), *NeuroPsychoEconomics Conference Proceedings*, Munich, Germany: Association for NeuroPsychoEconomics, 18.

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Grichnik, D. & Börner, C.J. (1999): Bankwirtschaftliche Verbundsysteme als strategische Netzwerke zwischen Markt und Hierarchie — Verbände als fokale Organisationen im Finanz-Verbund. In: Büschgen, H. (Ed.): *Mitteilungen und Berichte des Instituts für Bankwirtschaft und Bankrecht, Abt. Bankwirtschaft*, 81: 72–103.

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C. MONOGRAPHS

Grichnik, D., Hess, M., Probst, D., Antretter, T., & Pukall, B., (2024): *Startup Navigator – Das Workbook zur Unternehmensgründung*, (2., überarbeitete und erweiterte Auflage), Carl Hanser Verlag, München, ISBN 978-3-446-47606-6 (Print).

Grichnik, D., Hess, M., Greger, M., Goeldi, A., & Schweitzer, F. (2024). *Scale-up Navigator: Das Handbuch für nachhaltig skalierende Startups – Vom Start-up zum Outlier* (1st ed.). Wiley-VC GmbH, Weinheim, ISBN: 978-3-527-51158-7 (Print).

Grichnik, D., Hess, M., Reuther, J., Stoeckel, A., Hilb, M. (2023): *The Corporate Venturing Handbook – A step-by-step guide to the value creation process*, Kogan Page Limited, London, ISBN 978-1-3986-1358 4 (Print)

Grichnik, D., Hess, M., Probst, D., Antretter, T., & Pukall, B. (2020): *Startup Navigator – Guiding Your Entrepreneurial Journey*. London: Red Globe Press.

Grichnik, D. (2019): *Entrepreneurial Living – 7 Steps to Entrepreneurial Happiness*. London: Union Bridge Books.

Grichnik, D., Hess, M., Probst, D., Antretter, T., & Pukall, B. (2018): *Startup Navigator – Das Handbuch*, Frankfurter Allgemeine Buch Verlag, Frankfurt am Main.

Grichnik, D., Brettel, M., Koropp, C., & Mauer R. (2017), 2. Auflage: *Entrepreneurship. Unternehmerisches Denken, Entscheiden und Handeln in innovativen und technologieorientierten Unternehmungen*, Schäffer-Poeschel-Verlag, Stuttgart.

Grichnik, D. (2016): *Entrepreneurial Living – Unternimm dein Leben. In 7 Zügen zur Selbständigkeit*, Carl Hanser Verlag, München.

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D. EDITED VOLUMES

Adams, R., Grichnik, D., Pundziene, A., Volkmann, Ch., (Eds.) (2022): *Artificiality and Sustainability in Entrepreneurship*. Springer Verlag, Berlin Heidelberg.

Grichnik, D. & Schwens, C. (2015): *Entrepreneurship, Technology, and Innovation, Die Betriebswirtschaft/Business Administration Review (DBW/BARev), Sonderheft*. Schäffer-Poeschel-Verlag, Stuttgart.

Grichnik, D. & Gassmann, O. (2013): *Das unternehmerische Unternehmen – Revitalisieren und Gestalten der Zukunft mit Effectuation: Navigieren und Kurshalten in stürmischen Zeiten*. Springer-Verlag, Berlin Heidelberg.

Grichnik, D. & Witt, P. (2011): *Entrepreneurial Marketing, Zeitschrift für Betriebswirtschaft/ Journal of Business Economics (ZfB/JBE), Sonderheft*. Springer Gabler-Verlag, Wiesbaden.

Börner, C.J. & Grichnik, D. (2005): *Entrepreneurial Finance — Kompendium der Gründungs- und Wachstumsfinanzierung*. Physica-Verlag, Berlin Heidelberg.

E. BOOK SERIES EDITORSHIP

Block, J., Kuckertz, A., Grichnik, D., Welter, F. & Witt, P. (Eds.): *FGF Studies in Small Business and Entrepreneurship*. Springer Verlag, Berlin-Heidelberg.

Grichnik, D. (Ed.): *Entrepreneurship*. Peter Lang Verlag, Frankfurt a. Main.

F. CONTRIBUTIONS IN EDITED VOLUMES

Grichnik, D., Antretter, T., & Pérez-Camacho, F. (2025). Búsqueda y Selección de Inversiones. In: Alemany L., Andreoli J., & Cárdenas F. (Eds.), *Financiando El Futuro: Capital Para Arrancar Y Escalar Negocios Exitosos*. Amazon Self-Publishing, 201-238.

Grichnik, D., Antretter, T., & Stoeckel, A. (2025). *Deal Sourcing and Initial Screening*. In: Alemany L., & Andreoli J. (Eds.), *Entrepreneurial Finance: The Art and Science of Growing Ventures* (2nd edition). Cambridge: Cambridge University Press, Forthcoming.

Grichnik, D., Antretter, T., & Stoeckel, A. (2023). *Deal Sourcing & Screening*. In: Alemany L., & Andreoli J. (Eds.), *Entrepreneurial Finance: The Art and Science of Growing Ventures* (Chinese edition). Beijing: Orient Publishing Center, 83-104.

Pundziene, A., Adams, R., Grichnik, D., Volkmann, Ch. (2022): Artificiality and Sustainability in Entrepreneurship. Exploring the Unforeseen and Paving the Way to a Sustainable Future [Editorial]. In: Adams, R., Grichnik, D., Pundziene, A., Volkmann, Ch. (Eds.), *Artificiality and Sustainability in Entrepreneurship*. Springer Verlag, Berlin Heidelberg, 3-16.

Grichnik, D. (2020): Finanzentscheidungen. In: Kollmann, T. (Ed.), 3. Auflage: *Gabler-Lexikon „Unternehmensgründung“*, Wiesbaden, 133–134.

Grichnik, D. (2020): Gründungskalkül. In Kollmann, T. (Ed.), 3. Auflage: *Gabler Lexikon „Unternehmensgründung“*, Wiesbaden, 179–180.

Grichnik, D. (2020): Pecking Order. In: Kollmann, T. (Ed.), 3. Auflage: *Gabler Lexikon „Unternehmensgründung“*, Wiesbaden, 310–311.

Grichnik, D. & Hess, M. (2020). The St.Galler Navigator as a Governance Tool. In: M. Hilb (Ed.), *Governance of ventures: The role of venture boards, entrepreneurs and investors in entrepreneurial value creation* (pp. 24–35). Bern: Haupt.

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I. HOSTED CONFERENCES

TIE 2013 – 15th Annual Conference of the Scientific Committee of Technology, Innovation, and Entrepreneurship, VHB – Verband der Hochschullehrer für Betriebswirtschaft, St. Gallen (Switzerland) (together with Oliver Gassmann).

2011 G Forum – 15. Interdisziplinäre Jahreskonferenz zur Gründungsforschung, St. Gallen/ Zurich (Switzerland) (together with Christoph Müller).